



OCTOBER 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

Oct 01 AAR Elections

Oct 09 Auburn City Municipal Elections

Oct 11 Auburn Planning Commission

Oct 12 **LCAR Business Meeting / Luncheon, Auburn Tourism - John Wild, President**

Oct 23 Opelika Planning Commission

Nov 16 **LCAR Business Meeting / Luncheon, Auburn & Opelika School**

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

Nov 2-5

NAR REALTORS Conference & Expo

Boston, MA. Register here [NAR Events](#)

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 482 Primary and 40 Secondary REALTOR® Members, 604 MLS Agents, 54 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 SEPTEMBER 2017 & SEPTEMBER 2018

RESIDENTIAL – SEPTEMBER 2017	RESIDENTIAL – SEPTEMBER 2018
ALL AREAS:	ALL AREAS:
511 Houses on the Market this month	551 Houses on the Market this month
129 Properties sold	144 Properties sold
59 Average days on the market	53 Average days on the market
134 New listings	121 New listings
\$262,473 Median Sold Price	\$236,800 Median Sold Price
\$282,734 Average Sold Price	\$266,042 Average Sold Price
\$36,472,695 Total Property Sales Sold Dollar	\$38,310,011 Total Property Sales Sold Dollar
AUBURN:	AUBURN:
298 Houses on the Market this month	306 Houses on the Market this month
73 Properties sold	65 Properties sold
60 Average days on the market	62 Average days on the market
83 New listings	75 New listings
\$289,900 Median Sold Price	\$269,000 Median Sold Price
\$325,336 Average Sold Price	\$304,045 Average Sold Price
\$23,749,546 Total Property Sales Sold Dollar	\$19,762,934 Total Property Sales Sold Dollar
OPELIKA:	OPELIKA:
136 Houses on the Market this month	156 Houses on the Market this month
44 Properties sold	62 Properties sold
63 Average days on the market	45 Average days on the market
38 New listings	34 New listings
\$229,200 Median Sold Price	\$206,250 Median Sold Price
\$243,114 Average Sold Price	\$238,307 Average Sold Price
\$10,696,994 Total Property Sales Sold Dollar	\$14,775,027 Total Property Sales Sold Dollar
CONDO – SEPTEMBER 2017	CONDO – SEPTEMBER 2018
ALL AREAS:	ALL AREAS:
23 Condos on the Market this month	28 Condos on the Market this month
11 Properties sold	10 Properties sold
50 Average days on the market	75 Average days on the market
8 New listings	12 New listings
\$133,000 Median Sold Price	\$191,750 Median Sold Price
\$162,898 Average Sold Price	\$213,490 Average Sold Price
\$1,791,880 Total Property Sales Sold Dollar	\$2,134,900 Total Property Sales Sold Dollar Volume
AUBURN:	AUBURN:
21 Condos on the Market this month	27 Condos on the Market this month
11 Properties sold	10 Properties sold
50 Average days on the market	75 Average days on the market
6 New listings	12 New listings
\$133,000 Median Sold Price	\$191,750 Median Sold Price
\$162,898 Average Sold Price	\$213,490 Average Sold Price
\$1,791,880 Total Property Sales Sold Dollar	\$2,134,900 Total Property Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
0 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
LOTS – SEPTEMBER 2017	LOTS – SEPTEMBER 2018
ALL AREAS:	ALL AREAS:
116 Lots on the Market	110 Lots on the Market
1 Lots sold	0 Lots sold
38 Average days on the Market	0 Average days on the Market
14 New listings	20 New listings
\$15,000 Median Sold Price	\$0 Median Sold Price
\$15,000 Average Sold Price	\$0 Average Sold Price
\$15,000 Total Property Sales Sold Dollar Volume	\$0 Total Lot Sales Sold Dollar Volume
AUBURN:	AUBURN:
34 Lots on the Market	24 Lots on the Market this month
0 Lots sold	0 Lots sold
0 Average days on the Market	0 Average days on the Market
4 New listings	3 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 Lot Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
47 Lots on the Market	19 Lots on the Market
1 Lot sold	0 Lots sold
38 Average days on the Market	0 Average days on the Market
9 New listings	0 New listing
\$15,000 Median Sold Price	\$0 Median Sold Price
\$15,000 Average Sold Price	\$0 Average Sold Price
\$15,000 Total Property Sales Sold Dollar Volume	\$0 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – SEPTEMBER 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 Update:



Online MLS-integrated showing request system

"Schedule a Showing" for agents logged into their MLS system

Automatic notification by Email, Text Message, Automated Phone Call or Push Notification

Automatic showing feedback with multiple choice questions

Instant or quicker confirmations; better accountability

**REGISTER FOR
SHOWINGTIME
IN MATRIX
UNDER
EXTERNAL LINKS**

AAR UPDATES at [AAR News](#)

NAR UPDATES:

What Members Should Do on 20% Deduction

The 2018 tax year is the first year your members can apply the new 20 percent business income deduction that was enacted last year as part of the big tax reform law. The deduction comes off the top of one's pass-through income, after expenses and losses are taken out. Members are encouraged to talk with their accountant so they can factor in the deduction as part of their quarterly estimated tax payments. NAR will be providing guidance next month. In the meantime, REALTOR® Magazine has published a Q&A on how to apply the deduction. It's based on a conversation with a CPA who specializes in helping sales associates and brokers prepare their taxes. [Share Q&A with your members.](#)

Video Looks at Deduction, Home Shortages

The latest [Voice for Real Estate](#) news video from NAR looks at what members [should be doing](#) to take the new 20 percent business income deduction for the 2018 tax year, how REALTORS® are [stepping up](#) in the wake of Hurricane Florence, [what comes next](#) on reform of the secondary mortgage market now that Fannie Mae and Freddie Mac are 10 years into their conservatorship, and [what your association can do](#) to measure your area's inventory shortage, what effect it's having on home prices, and what steps are available to get more homes on the market. The video also looks at NAR's [tech survey and the latest on home sales](#).

NAR Helps Form Group to Promote AHPs

NAR has joined 15 other organizations to found a coalition to promote and preserve the Department of Labor's final rule expanding access to Association Health Plans (AHPs). The multi-industry group, known as the Coalition to Protect and Promote Association Health Plans, intends to work with federal and state regulators to address concerns about the rule, which NAR strongly supports. The rule has not yet taken effect. [More.](#)

REALTORS® Look to Tech to Boost Efficiency

NAR members find the most value in technological tools that increase efficiency and enhance remote work capabilities, according to NAR's 2018 REALTOR® Technology Survey. The three technological tools REALTORS® said they found most useful in running their businesses, excluding email and cell phones, were local MLS websites/apps, lockbox/smart key devices, and social media platforms. [More.](#)

NEW AGENTS

Amy Baker – Keller Williams Realty
Melissa Bruce – Prestige Properties
Connie McCain – Homelink Realty
Melissa Shaver – Weichert REALTORS
Chris Simmons – Weichert REALTORS
Johnny Spann – Spann Real Estate
Aaron Stephens – The Auburn Opelika Agency
Tina Stewart – Rose Anne Erickson Realty
Kitty Wasserman – Capital Realty Group River Region
Ronnie Wilson – The Brown Agency

INACTIVE AGENTS

Tim Baker – Southeastern Land Group
Alan Bass – Three Sixty
Phillip Belcher – Magnolia Realty
Dan Durand – DRI Realty
Danny Gould – Fincher-Coffin Real Estate
Jason Hinson – John Rice Realty
Caleb Jones – Berkshire Hathaway
Martha Jones – Berkshire Hathaway
Michael Koullas – Century 21 Koullas
John Morris – Southeastern Land Group
Greg Parker – ARC Realty
Debbie Schmidt – Scarborough & Associates
Russell Wadkins – Auburn Realty Sales Office

ON THE MOVE

Jerry Clark is now with Midsouth Bank
Billy Clifton transferred his license to Keller Williams Realty
Kathy Dodgen 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.**