



JANUARY 2019

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

Jan 10 Auburn Planning Commission

Jan 15 LCAR Business Meeting / Breakfast, Board of Directors Installation

Jan 22 Opelika Planning Commission

Jan 31 2019 REALTOR DUES MUST BE PAID OR DE-ACTIVATION

Feb 12 LCAR Business Mtg / Breakfast, 8:30 a.m. Town Hall Meeting

2019 OFFICERS & DIRECTORS



**Karen Turner, President
Prestige Properties**



**Lee Harris, Pres-Elect
Coldwell Banker A & W**



**Ryan Roberts, Treasurer
Berkshire Hathaway**



**Carole Harrison, Secretary
Weichert**



**Nonet Reese
Past President
Three Sixty**



**Scott Ballard
Affiliate Director
S & S Termite & Pest**



**Michelle Batchelor
Director
Auburn Realty**



**Nick Hayes
Director
C21 Koullas Realty**



**Penny Johnson
Director
Coldwell Banker A & W**



**Carrie King
Director
Homelink Realty**



**Gerald Knight
Director
Knight Real Estate**



**Jay Knorr
Director
Berkshire Hathaway**

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](#)



A Message from President Karen Turner



I wish to extend to all a Happy New Year!

I'm Excited about moving our LCAR Business meeting from lunch to breakfast. We have new and exciting events that are being plannedsomething for everyone. We had a

Great meeting with the Community Service committee, the Chairs are Amy Cotney and Yvette Lowe.

They bring lots of excitement and new ways for LCAR to serve in the community along with our existing ones.

Hope to see everyone at our monthly breakfast meetings, we have great programs! *Karen*

LEE COUNTY HOUSING STATS NOVEMBER 2017 & NOVEMBER 2018

RESIDENTIAL – DECEMBER 2017	RESIDENTIAL – DECEMBER 2018
ALL AREAS:	ALL AREAS:
454 Houses on the Market this month	500 Houses on the Market this month
123 Properties sold	111 Properties sold
85 Average days on the market	80 Average days on the market
94 New listings	78 New listings
\$234,900 Median Sold Price	\$275,000 Median Sold Price
\$251,466 Average Sold Price	\$290,369 Average Sold Price
\$30,930,338 Total Property Sales Sold Dollar	\$32,230,998 Total Property Sales Sold Dollar
AUBURN:	AUBURN:
269 Houses on the Market this month	289 Houses on the Market this month
71 Properties sold	64 Properties sold
81 Average days on the market	86 Average days on the market
53 New listings	44 New listings
\$257,090 Median Sold Price	\$287,443 Median Sold Price
\$274,318 Average Sold Price	\$336,055 Average Sold Price
\$19,476,581 Total Property Sales Sold Dollar	\$21,507,536 Total Property Sales Sold Dollar
OPELIKA:	OPELIKA:
121 Houses on the Market this month	130 Houses on the Market this month
39 Properties sold	35 Properties sold
93 Average days on the market	67 Average days on the market
31 New listings	19 New listings
\$245,000 Median Sold Price	\$237,000 Median Sold Price
\$241,427 Average Sold Price	\$244,150 Average Sold Price
\$9,415,650 Total Property Sales Sold Dollar	\$8,545,262 Total Property Sales Sold Dollar Volume
CONDO – DECEMBER 2017	CONDO – DECEMBER 2018
ALL AREAS:	ALL AREAS:
31 Condos on the Market this month	44 Condos on the Market this month

20 Properties sold	23 Properties sold
11 Average days on the market	13 Average days on the market
19 New listings	17 New listings
\$155,000 Median Sold Price	\$168,000 Median Sold Price
\$180,222 Average Sold Price	\$182,909 Average Sold Price
\$3,604,445 Total Property Sales Sold Dollar	\$4,206,900 Total Property Sales Sold Dollar Volume
AUBURN:	AUBURN:
29 Condos on the Market this month	44 Condos on the Market this month
20 Properties sold	23 Properties sold
11 Average days on the market	13 Average days on the market
19 New listings	19 New listings
\$155,000 Median Sold Price	\$168,000 Median Sold Price
\$180,222 Average Sold Price	\$182,909 Average Sold Price
\$3,604,445 Total Property Sales Sold Dollar	\$4,206,900 Total Property Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
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
LOTS - DECEMBER 2017	LOTS - DECEMBER 2018
ALL AREAS:	ALL AREAS:
86 Lots on the Market	114 Lots on the Market
8 Lots sold	8 Lots sold
461 Average days on the Market	88 Average days on the Market
6 New listings	9 New listings
\$60,000 Median Sold Price	\$18,000 Median Sold Price
\$74,438 Average Sold Price	\$43,300 Average Sold Price
\$595,500 Total Property Sales Sold Dollar	\$346,400 Total Lot Sales Sold Dollar Volume
AUBURN:	AUBURN:
24 Lots on the Market	20 Lots on the Market this month
5 Lots sold	4 Lots sold
388 Average days on the Market	66 Average days on the Market
5 New listings	8 New listings
\$80,000 Median Sold Price	\$58,950 Median Sold Price
\$88,700 Average Sold Price	\$70,225 Average Sold Price
\$443,500 Total Property Sales Sold Dollar	\$280,900 Total Lot Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
41 Lots on the Market	21 Lots on the Market
3 Lot sold	1 Lots sold
582 Average days on the Market	90 Average days on the Market
1 New listing	1 New listing
\$60,000 Median Sold Price	\$33,500 Median Sold Price
\$50,667 Average Sold Price	\$33,500 Average Sold Price
\$152,000 Total Property Sales Sold Dollar	\$33,500 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – DECEMBER 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/>



The National Association of REALTORS® proudly introduces Commitment to Excellence (C2EX), a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

REALTORS® defined professionalism in this industry more than 100 years ago when they created the Code of Ethics. C2EX takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism ranging from customer service to use of technology.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization. It's not a designation or a course. It's not a requirement, but a benefit available to all NAR members at no additional cost.

To get started, log in to www.C2EX.realtor and take the self-assessment that measures your proficiency in each of the elements of professionalism, known as the C2EX Competencies. Based on your results, the platform will generate customized learning paths, recommend experiences, and provide tools and resources to increase your knowledge and enhance your skillsets.

Watch this video to learn more about the Commitment to Excellence program:

[COMMITMENT TO EXCELLENCE](#)

AAR UPDATES at [AAR News](#)

NAR UPDATES: Shutdown Affecting Real Estate

An NAR survey finds 22 percent of members have had a transaction affected by the partial federal government shutdown, mainly through mortgage processing delays, NAR Chief Economist Lawrence Yun says. He and an NAR regulatory analyst talk about the impact of a prolonged shutdown on real estate [in a short video](#).

Smoother Lnd Development Process

In case you missed it: Bob Turner, NAR Commercial Liaison, and Kathy McQuilkin, NAR Land Use Committee Chair, [talk about a big win](#) on the environmental front when the federal government released a proposed rule to replace existing rules on developing properties with bodies of water on them. Nick D'Ambrosia, a senior vice president with Long & Foster in Virginia, Maryland, and other mid-Atlantic states, talks about [NAR's meeting with the FBI](#) in December on wire fraud in real estate. These and other news segments are in the latest [Voice for Real Estate video](#).

LCAR INFORMATION

- **Currently LCAR has 471 Primary and 38 Secondary REALTOR® Members, 606 MLS Agents, 53 Appraisers, 129 Affiliate & Associate Members**
- **The next New Member Orientation is February 5, 2019**
- **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**

NEW AGENTS

*Bishop JC – Weichert REALTORS
Amylynne Blake – Wallace Moody Realty
Conner Collins – Keller Williams Realty
Kim Conley – Prestige Properties
Cecilia Harris – Wallace and Moody Realty
Jacari Holt – RealtySouth Auburn
Michael Koullas – Century 21 Koullas Realty
Sarah Martin – Prestige Properties
Justin Moody – Partners Realty*

*John Moseley – Capital Realty Group
William Scott – The Talons Group
Anne Sefton – Wallace and Moody Realty
Chase Stewart – Partners Realty
Denise Vasconcelos – Century 21 Koullas Realty
Matthew Wallace – Wallace and Moody Realty
Sarah Rose Wallace – Wallace and Moody Realty
TJ Williford – Partners Realty*

NEW AFFILIATES

*Nicholas Bain – Jdog Junk Removal & Hauling
Kenneth Blair – Lake Martin Inspections
Andrew Barber – Eagle Inspection Services*

AGENTS ON THE MOVE

*Jennifer Blackstock – Platinum Properties
Emily Elmgreen – Berkshire Hathaway
Malta Jones – RealtySouth Auburn
Greg Langston – Three Sixty Lake Martin
Adris Ludlum – The Talons Group*

AFFILIATES ON THE MOVE

*Jerry Clark – BBVA Compass Bank
Barry Jones – First Choice Loan Servicing
Jane Perry – First Choice Loan Servicing
Kevin Tudhope – National Bank of Commerce*

INACTIVE AGENTS

*Cindy Alsabrook - ARC Realty
Amanda Bennett – Keller Williams
Rodney Friday – Keller Williams
Lee Gantt.- Southeastern Land Group
Alice Grantham – Keller Williams
Lee Hanvey – John Rice Realtors
Daniel Hautamaki – Southeastern Land Group
Arch Hodges – Coldwell Banker Spinks, Brown
Britni Ingram – Three Sixty*

*Jeremy Knight – Keller Williams
William Lyon – Southeastern Land Group
Debbie McAdams – Your Home Realty
Darby Pippin – DRI Realty
Cody Rasco – Southeastern Land Group
Amanda Richter – Keller Williams Realty
Keisha Strickland – Century 21 Premier
Tori Thrower – Three Sixty*

Officers

**Karen Turner – President
Lee Harris – Pres - Elect
Ryan Roberts – Treasurer
Carole Harrison - Secretary**

Association Executive

Jamie Sergen

Directors

**Nonet Reese – Past Pres.
Scott Ballard –Affiliate (2019)
Michelle Batchelor (2019)
Nick Hayes (2020)
Penny Johnson (2021)
Carrie King (2019)
Gerald Knight (2021)
Jay Knorr (2020)**

State Directors

**Karen Turner –President (2018)
Jeff Clary (2020)
Lee Harris (2019)
Mark Jones (2018)
Sylvia Paul (2020)
Ryan Roberts (2020)**

Legal Council

**Nancy Davis
Davis, Bingham, Hudson &
Buckner, P.C.**