

MARCH 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

Mar 25 & 26 ePRO Certification at LCAR

Apr 11 Auburn Planning Commission

Apr 23 Opelika Planning Commission

Apr 22 & 23 CE Risk 1 & 2, Code of Ethics, License Law

Apr 25 "BASH" Building & Sharing Hope

No LCAR Business Meeting / Breakfast in April

SAVE THE DATE: LCAR SPRING FUNDRAISER "BASH" APRIL 25, 2019
("BASH" Building and Sharing Hope)

LCAR Disaster Relief:

Some LCAR Property Managers have short term leases available thru July 15 for the March 3, 2019 storm victims. If you know of someone in need, please contact LCAR for a list of the properties and information regarding the LCAR Disaster Relief funding for housing.

Alabama Association of REALTORS (AAR) Disaster Relief:

Select this link for the [AAR Disaster Relief Fund Application](#) for the March 3, 2019 storm victims. You may also download a REALTORS Disaster Relief Flyer at this site. Below is information regarding the AAR Disaster Relief Fund:

- Deadline to submit application: 4/10/19
- Applications require information on the damage, insurance information including claims and deductibles, -
- estimated damages and photos
- All forms must be validated by a REALTOR that has actually viewed the damage

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



We invited all members to get a head start on their 2020 CE. Join us for for required continuing education at LCAR on April 22 & 23 at no cost to LCAR members.
Mark your calendars for the April 25 “BASH” (Building & Sharing Hope) which will benefit Mercy Medical and the Food Bank. The 2019 Community Service committee has put a lot of work into making this an exciting and special event! *Karen*

LEE COUNTY HOUSING STATS JANUARY 2018 & JANUARY 2019

RESIDENTIAL – FEBRUARY 2018	RESIDENTIAL – FEBRUARY 2019
ALL AREAS:	ALL AREAS:
476 Houses on the Market this month	525 Houses on the Market this month
125 Properties sold	100 Properties sold
78 Average days on the market	87 Average days on the market
137 New listings	187 New listings
\$242,000 Median Sold Price	\$262,500 Median Sold Price
\$266,622 Average Sold Price	\$277,843 Average Sold Price
\$33,327,701 Total Property Sales Sold Dollar	\$27,784,307 Total Property Sales Sold Dollar
AUBURN:	AUBURN:
273 Houses on the Market this month	329 Houses on the Market this month
77 Properties sold	45 Properties sold
73 Average days on the market	75 Average days on the market
82 New listings	115 New listings
\$257,500 Median Sold Price	\$296,900 Median Sold Price
\$302,022 Average Sold Price	\$318,346 Average Sold Price
\$23,255,720 Total Property Sales Sold Dollar	\$14,325,565 Total Property Sales Sold Dollar
OPELIKA:	OPELIKA:
139 Houses on the Market this month	117 Houses on the Market this month
38 Properties sold	43 Properties sold
60 Average days on the market	104 Average days on the market
41 New listings	51 New listings
\$205,000 Median Sold Price	\$244,900 Median Sold Price
\$214,350 Average Sold Price	\$261,267 Average Sold Price
\$8,145,281 Total Property Sales Sold Dollar	\$11,234,499 Total Property Sales Sold Dollar
CONDO – FEBRUARY 2018	CONDO – FEBRUARY 2019
ALL AREAS:	ALL AREAS:
42 Condos on the Market this month	64 Condos on the Market this month
33 Properties sold	32 Properties sold
36 Average days on the market	28 Average days on the market
45 New listings	41 New listings
\$139,900 Median Sold Price	\$172,500 Median Sold Price
\$145,150 Average Sold Price	\$203,508 Average Sold Price
\$4,789,950 Total Property Sales Sold Dollar	\$6,512,249 Total Property Sales Sold Dollar Volume
AUBURN:	AUBURN:
42 Condos on the Market this month	64 Condos on the Market this month
32 Properties sold	32 Properties sold
33 Average days on the market	28 Average days on the market
44 New listings	41 New listings
\$139,900 Median Sold Price	\$172,500 Median Sold Price
\$144,373 Average Sold Price	\$203,508 Average Sold Price
\$4,619,950 Total Property Sales Sold Dollar	\$6,512,249 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
1 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 - FEBRUARY 2018	LOTS - FEBRUARY 2019
ALL AREAS:	ALL AREAS:
104 Lots on the Market	138 Lots on the Market
10 Lots sold	5 Lots sold
4 Average days on the Market	491 Average days on the Market
19 New listings	34 New listings
\$23,839 Median Sold Price	\$50,000 Median Sold Price
\$24,400 Average Sold Price	\$64,320 Average Sold Price
\$244,000 Total Property Sales Sold Dollar	\$321,600 Total Lot Sales Sold Dollar Volume
AUBURN:	AUBURN:
32 Lots on the Market	24 Lots on the Market this month
0 Lots sold	2 Lots sold
0 Average days on the Market	356 Average days on the Market
1 New listings	7 New listings
\$0 Median Sold Price	\$82,500 Median Sold Price
\$0 Average Sold Price	\$82,500 Average Sold Price
\$0 Total Property Sales Sold Dollar Volume	\$165,000 Total Lot Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
32 Lots on the Market	41 Lots on the Market
1 Lot sold	1 Lots sold
11 Average days on the Market	1,337 Average days on the Market
3 New listings	19 New listings
\$14,000 Median Sold Price	\$50,000 Median Sold Price
\$14,000 Average Sold Price	\$50,000 Average Sold Price
\$14,000 Total Lot Sales Sold Dollar Volume	\$50,000 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – FEBRUARY 2019

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:



AAR UPDATES at [AAR News](#)

NAR UPDATES:

[More People Say It's Time to Buy](#)

Thirty-seven percent of households think now is a good time to buy, up from 34 percent in the previous quarter. Get the latest trends on homebuyer attitudes in NAR's [HOME Report](#)

[Staging Shortens Time on Market](#)

More than 80 percent of REALTORS® say staged houses help buyers visualize how they would turn a house into a home. Also, most listing agents say staging helps shorten time on market. More in the [Profile of Home Staging](#), just released.

[FHA Lenders to Use ICC Inspector](#)

[FHA has eliminated](#) its roster of inspectors and is directing lenders to use an inspector certified by the International Code Council (ICC). In areas with few or no ICC inspectors, lenders can use an inspector who meets alternative criteria provided by the agency.

LCAR INFORMATION

- **Currently LCAR has 479 Primary and 38 Secondary REALTOR® Members, 625 MLS Agents, 54 Appraisers, 123 Affiliate & Associate Members**
- **The next New Member Orientation is May 9, 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**
- **CHAMBERS COUNTY IS NOW A PART OF THE LEE COUNTY ASSOCIATION OF REALTORS JURISDICTION**

NEW AGENTS

Johnny Bolton – Harry Norman REALTORS
Cecelia Fuller – C21 Wood Real Estate
Scott Fuller – The Denson Group
Luke Greinke – Strong Realty
Leslie Jernigan – Harry Norman REALTORS
Kendra McGhee – C21 Koullas
Randy McGrady – Area Real Estate
Bill Pharr – Area Real Estate
Blake Pharr – Area Real Estate
Jarnez Reed – C21 wood Real Estate
Kolby Sanchez – F.L.I. Properties
Kylie Scott – Toland Realty
McDonald Strong – Strong Realty
Jihee Sung – Number One Properties
Crawford Tatum – Brown Agency
Steven Ward – Go Realty

NEW AFFILIATES

Robert Edmonds – Opelika – Auburn News
Charley Farmer – Wayne's Environmental Service
Casey Houston – Interline Mortgage Services
Jena Johnson – Capell & Howard
Felicia McInnis – Opelika – Auburn News

AGENTS ON THE MOVE

Travis Chase – Harris Doyle Homes
Amanda Harkins – Keller Williams Realty
Payton Hester – The Prime Real Estate Group
Cordelia Jarvis – Keller Williams Realty
Katie McCarley – Harris Doyle Homes
Lisa Paustian – Coldwell Banker A & W
Patsy White – Homelink Realty

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.**