

North Florida Forecaster

Volume XXX, Issue 10 - A publication of the Lake City Board of REALTORS®

October 2018

Maria Rogers 1933-2019



Our deepest sympathy goes out to the family and friends of Maria Rogers who left us on September 7. Maria was a founding member of the Darby Rogers company and very active in the Board for many years. She is shown here in January of 2002 presenting Toby Sullivan with his Realtor of the Year plaque.

INSIDE THIS ISSUE

- 2 August Single Family Residential Stats from FR
- 3 Calendar of Events
- 3 October Birthdays
- 4 New Members
- 5 Printable – New Team rules on Advertising



Visit our website at: www.northfloridarealtors.com

Concealed Weapon Permit Class, October 6

To promote Realtor Safety we will host a hands-on Firearm Training Class which will certify participants to apply for a Florida Concealed Weapon License.

The class will be held on Saturday, October 6, 10am - noon. **Cost is \$40, payable by check or credit card in advance. Call 386-755-3966.** Class location, Skeeter Hill Farm, Wellborn. Instructor: Dr. Jerry Register.

Directions: From South or West. (Live Oak, Chiefland) Go to Wellborn, Florida. Travel North on CR 137. As you cross the railroad tracks look for CR 250 (Lake Jeffery Road). Turn Right. Travel 0.7 miles to 29th. Road. Turn Right (Look for the large radio tower). Down 29th Road 1/2 mile and it will be the first entrance on the left. Black board entrance with SKEETER HILL sign.

From Lake City. Lake Jeffery Road into Suwannee County turn left on 29th Road, first entrance on the left. SKEETER HILL SIGN.

Ethics Class



A full house attended the August 28th Ethics class taught by Patti Moser of Horizon Realty. Remember, you need 3 hours Ethics and Business Practices to renew your Florida Real Estate License. Special thanks to Sponsor **John Wheeler and Wheeler Insurance!**

Monthly Market Detail - August 2018
 Single Family Homes
 Lake City Board of REALTORS®



Summary Statistics	August 2018	August 2017	Percent Change Year-over-Year
Closed Sales	86	66	30.3%
Paid in Cash	26	26	0.0%
Median Sale Price	\$151,500	\$111,150	36.3%
Average Sale Price	\$169,137	\$133,987	26.2%
Dollar Volume	\$14.5 Million	\$8.8 Million	64.5%
Median Percent of Original List Price Received	95.4%	91.5%	4.3%
Median Time to Contract	55 Days	112 Days	-50.9%
Median Time to Sale	104 Days	139 Days	-25.2%
New Pending Sales	95	93	2.2%
New Listings	124	106	17.0%
Pending Inventory	165	160	3.1%
Inventory (Active Listings)	442	478	-7.5%
Months Supply of Inventory	5.9	6.9	-14.5%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	631	11.9%
August 2018	86	30.3%
July 2018	80	12.7%
June 2018	84	2.4%
May 2018	90	21.6%
April 2018	67	-20.2%
March 2018	89	32.8%
February 2018	68	1.5%
January 2018	67	26.4%
December 2017	77	26.2%
November 2017	66	11.9%
October 2017	68	-9.3%
September 2017	62	-11.4%
August 2017	66	-18.5%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, September 20, 2018. Historical data revised on Friday, September 7, 2018. Next data release is Friday, October 19, 2018.

CALENDAR OF EVENTS

CONCEALED WEAPON PERMIT CLASS

SATURDAY, OCTOBER 6TH 10:00 AM - NOON

SKEETER HILL FARM, WELLBORN

INSTRUCTOR: DR. JERRY REGISTER

\$40 IN ADVANCE, CALL 386-755-3966 TO PAY BY CREDIT CARD

QUALIFIES ATTENDEES TO APPLY FOR FL CONCEALED WEAPON LICENSE.

LUNCH AND LEARN - SURVEYING

THURSDAY, OCTOBER 11, 12:00-1:30 PM, BOARD OFFICE

RETIRED SURVEYOR ROBERT FOLSOM REVEALS WHAT YOU NEED TO KNOW ABOUT PROPERTY SURVEYS.

BRING YOUR LUNCH AND JOIN US! FREE TO MEMBERS

PLEASE COURTESY RSVP TO WENDY@NFLMLS.COM

LCBR MIXER

TUESDAY, OCTOBER 23, HOLIDAY INN AND SUITES, LAKE CITY

5:00 – 6:30 PM - SPONSOR: **HOLIDAY INN AND SUITES**

HOR' DOURVES AND DRINK SPECIALS

WE NEED A HEADCOUNT FOR FOOD. PLEASE COURTESY RSVP TO

WENDY@NFLMLS.COM

NEW MEMBER ORIENTATION

TUESDAY, NOVEMBER 7, BOARD OFFICE, 10:00AM - NOON

FOR NEW MEMBERS – COME AND LEARN ABOUT YOUR PROFESSION

LUNCH PROVIDED – SPONSOR NEEDED!

RSVP TO WENDY@NFLMLS.COM

THANKSGIVING/CHRISTMAS PRE-HOLIDAY PARTY

FRIDAY, NOVEMBER 16, 6:00 – 10:00PM, BOARD OFFICE

HEAVY HOR' DOURVES, BEER AND WINE, LIVE ENTERTAINMENT

FREE TO MEMBERS BUT PLEASE COURTESY RSVP TO

WENDY@NFLMLS.COM

October birthdays

Oct.	1	Anita Handy	Poole
Oct.	3	Jacob Grantham	Grantham
Oct.	5	Tommy Tompkins	Tompkins
Oct.	8	Mysti Wilkins	Taylor
Oct.	13	Vic Lantroop	Hallmark
Oct.	23	Cindy Carter	Darby
Oct.	23	Blake Lunde	Darby
Oct.	23	Lisa Waltrip	Stan Batten
Oct.	24	Robbie Kerby	Hometown of N.FL
Oct.	31	Susan Eagle	Crapps
Oct.	31	Taylor Goes	Remax
Oct.	31	Ben Jones	Mossy Oak

Mixer August 30

Unfortunately, we didn't get any photos of the mixer, held August 30th at the 406 on Duval in Live Oak. Despite the rain, we had about 35 in attendance. Special thanks to **Lafayette State Bank** for sponsoring the event!

Luncheon Highlights



Drew Carroll explains Amendment 2 and what it means for our profession. Learn more at www.EverybodyIsFor2.com



Kevin Coyne of DEP explains the impact of Springs Legislation on low nitrogen septic systems.



Rob Stewart of Lake City Title was our room sponsor. We had almost 100 attend our September 19 luncheon at the Holiday Inn & Suites held with the Columbia County Builders Association.

Sponsors help make our meetings special and we appreciate each and every one of you!

2018 OFFICERS

PRESIDENT: **Billy Golightly**
PRESIDENT ELECT: **Sandy Kishton**
MLS PRESIDENT: **Lisa Hicks**

The Lake City Board of Realtors® Inc.

326 NW Houseman Ct., Lake City FL 32055

Phone 386-755-3966 Fax 386-752-8160

Executive Vice President: **Dan Gherna**

Email: dan@nflmls.com

MLS Coordinator: **Wendy Williams**

Email: wendy@nflmls.com

Welcome new members

Please welcome new members who joined the LCBR in December.

REALTORS

Shannon Bass Keller Williams

Jessica Cowart Keller Williams

Wade Hill Poole

Raymond Lopez Keller Williams

Kathie Moehler Stan Batten

NEW OFFICE

Swift Creek Acreage Services Lake Butler

MLS

Deiler & Co. Real Estate Tallahassee

Megan Deiler, broker

LAKE CITY BOARD OF REALTORS
326 NW HOUSEMAN CT
LAKE CITY FL 32055

61J2-10.026 Team or Group Advertising.

(1) “Team or group advertising” shall mean a name or logo used by one or more real estate licensees who represent themselves to the public as a team or group. The team or group must perform licensed activities under the supervision of the same broker or brokerage.

(2) Each team or group shall file with the broker a designated licensee to be responsible for ensuring that the advertising is in compliance with chapter 475, Florida Statutes, and division 61J2, Florida Administrative Code.

(3) At least once monthly, the registered broker must maintain a current written record of each team’s or group’s members.

(4) Team or group names. Real estate team or group names may include the word “team” or “group” as part of the name. Real estate team or group names shall not include the following words:

- (a) Agency
- (b) Associates
- (c) Brokerage
- (d) Brokers
- (e) Company
- (f) Corporation
- (g) Corp.
- (h) Inc.
- (i) LLC
- (j) LP, LLP or Partnership
- (k) Properties
- (l) Property
- (m) Real Estate
- (n) Realty
- (o) Or similar words suggesting the team or group is a separate real estate brokerage or company

(5) This rule applies to all advertising.

(6) Advertisements containing the team or group name shall not appear in larger print than the name or logo of the registered brokerage. All advertising must be in a manner in which reasonable persons would know they are dealing with a team or group.

(7) All advertisements must comply with these requirements no later than July 1, 2019. Nothing in this rule shall relieve the broker of their legal obligations under chapter 475, Florida Statutes, and division 61J2, Florida Administrative Code.

Rulemaking Authority 475.05, 475.25(1)(c) FS. Law Implemented 475.25 FS. History—New 6-18-18.