

North Florida Forecaster

Volume XXXVI, Issue 5 - A publication of the Lake City Board of REALTORS®

May 2024

Orientation on May 7

New members are invited to participate in New Member Orientation on **Tuesday, May 7, 9:30 am -1:00 pm.**

Learn more about your Board and MLS, pathways to professionalism, strong contract preparation, keeping yourself and your broker out of trouble, ShowingTime, Supra keys, RPAC and more! Presented by members with many years of experience that have generated over \$500,000,000 in gross closed sales during their real estate careers.

Orientation is a great networking opportunity! Brokers, please encourage your new members to attend.

Stay for lunch, courtesy of **Integrity Title**

We need a headcount for materials and lunch. **Please courtesy RSVP to Wendy@nflmls.com**

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Visit our website at: www.northfloridarealtors.com

LCBR Corn Hole Champs



Team Prestige were the 2024 LCB Corn Hole Champions. The Hustlers and First Timers took 2nd and 3rd place. 11 teams competed/

Thanks to everyone who participated to make our first corn hole tournament a success. The weather was wonderful and the food was fabulous. Special thanks to Rhaiza and Bill Faulkner who opened their home to host the event and to the extended Faulkner family for setup and cleanup!



Semifinals; from left - Hustlers vs. First Timers. Hole Enchilada vs. Prestige.

Monthly Market Detail - March 2024

Single-Family Homes

Lake City Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



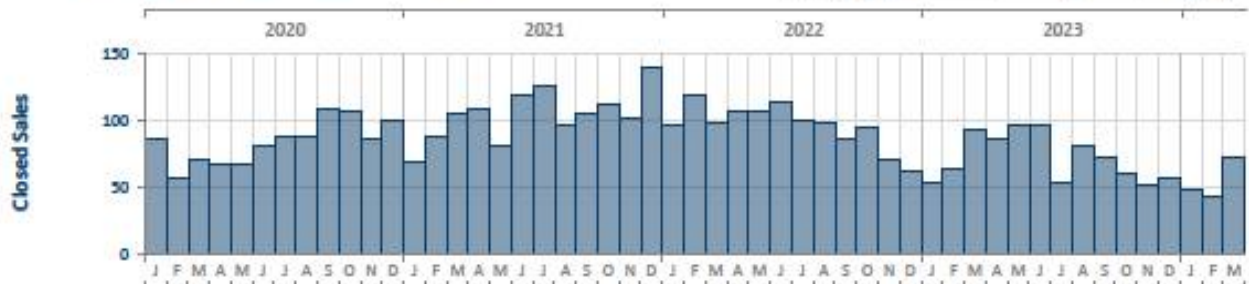
Summary Statistics	March 2024	March 2023	Percent Change Year-over-Year
Closed Sales	72	93	-22.6%
Paid in Cash	32	37	-13.5%
Median Sale Price	\$245,000	\$250,000	-2.0%
Average Sale Price	\$271,690	\$269,260	0.9%
Dollar Volume	\$19.6 Million	\$25.0 Million	-21.9%
Median Percent of Original List Price Received	95.1%	95.1%	0.0%
Median Time to Contract	46 Days	59 Days	-22.0%
Median Time to Sale	91 Days	103 Days	-11.7%
New Pending Sales	67	95	-29.5%
New Listings	102	104	-1.9%
Pending Inventory	102	145	-29.7%
Inventory (Active Listings)	346	284	21.8%
Months Supply of Inventory	5.0	3.2	56.3%

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	165	-21.4%
March 2024	72	-22.6%
February 2024	44	-31.3%
January 2024	49	-7.5%
December 2023	58	-7.9%
November 2023	52	-26.8%
October 2023	61	-35.8%
September 2023	73	-16.1%
August 2023	82	-17.2%
July 2023	53	-47.5%
June 2023	98	-14.0%
May 2023	98	-9.3%
April 2023	86	-19.6%
March 2023	93	-6.1%



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, April 18, 2024. Next data release is Wednesday, May 22, 2024.

CALENDAR OF EVENTS

NEW MEMBER ORIENTATION

TUESDAY, MAY 7TH 9:30 AM – 1:00 PM

LCBR OFFICE

LUNCH PROVIDED COURTESY OF **INTEGRITY TITLE**

RSVP TO: WENDY@NFLMLS.COM BY FRIDAY MAY 3RD

DISTRICT 1: REALTOR PARTY TOWN HALL

TUESDAY, MAY 21, 10:00 - 11:30AM

BEST WESTERN GATEWAY GRAND

4200 NW 97TH BLVD, GAINESVILLE FL 32606

FREE TO MEMBERS!!

REGISTER: [HTTPS://WWW.FLORIDAREALTORS.ORG/ADVOCACY/2024-HOMEGROWN-ADVOCACY-TOUR/REGISTER](https://www.floridarealtors.org/advocacy/2024-homegrown-advocacy-tour/register)

[4-HOMEGROWN-ADVOCACY-TOUR/REGISTER](https://www.floridarealtors.org/advocacy/2024-homegrown-advocacy-tour/register)

ASK THE APPRAISER: LUNCH AND LEARN

WEDNESDAY, MAY 22 11:30AM – 1:00PM

LCBR OFFICE; APPRAISER - CHASE MOSES

SUBMIT ADVANCE QUESTIONS DAN@NFLMLS.COM OR

HONDAATC@GMAIL.COM

LUNCH PROVIDED COURTESY OF **LAFAYETTE BANK**

FREE TO MEMBERS. RSVP TO: WENDY@NFLMLS.COM BY MAY 17

May birthdays

May	1	Christian Griffis	JW Hill
May	1	Callie Harrington	Brannon
May	1	Leslie Jones	Prestige
May	2	Dianna Cooper	Hometwn N.FL
May	2	Mandy Ward	UC Dicks
May	4	Roger Ratliff	RiseRealty
May	5	Preston Miller	Mossy Oak
May	5	Donna Suggs	Hometwn N.FL
May	6	Thom Duncan	Country Rivers
May	6	Jamie Williams	Rockford
May	8	Jonathan L. Haas	Marzucco
May	9	Lisa Hicks	DCA
May	10	David Burnett	Canopy
May	12	Kristina Porter	DCA
May	13	Brenda Carnegie	Zillow
May	13	Michael Lienemann	Marzucco
May	14	Kathryn Collins	FHRM
May	15	Shelby Conklin	Bishop
May	15	Lisa Hayes	Spring Time
May	15	Cassidy Law	UC Smith
May	16	Elven Sheppard	KW
May	17	Tony Wallace	Saunders
May	20	Brad Dicks	UC Dicks
Mat	22	Brooke McDougal	Tides&Timbers
May	22	Robin Schwartz	DGL
May	23	Chrissy Galdieri	eXp
May	25	Austin Shingleton	Darby
May	29	Belinda Singh	Keystone Arbr
May	30	Lucy Giebeig	Bishop
May	31	Rachel Nicholson	Winding Creek

District 1: Town Hall

Florida Realtors President Gia Arvin is excited to announce the 2024 Homegrown Advocacy Tour - Realtor Party Town Hall for District 1!

Free registration is now open for all members. You are encouraged to attend this interactive event featuring Florida Realtors Public Policy staff and state elected officials.

When: May 21, 2024, 10:00am - 11:30am

Location: Best Western Gateway Grand
4200 NW 97th Blvd, Gainesville FL 32606

Lunch and Learn – Ask the Appraiser

If you're curious about appraisals, how property values are determined and the criteria used by appraisers – join us on Wednesday, May 22 for a lunch and learn at the board office. Chase Moses will answer questions and give an overview of the appraisal process.

Time will be limited so please send your questions in advance to: dan@nflmls.com or hondaatc@gmail.com.

The lunch will be sponsored by Lafayette Bank and we need a head count for food. Please RSVP to wendy@nflmls.com by Friday, May 17.

The proposed NAR Settlement and Agency

The term “Buyer Broker” is being used by NAR to describe the agent/broker who is working with a buyer regardless of agency representation. In Florida, Buyer's Broker has traditionally meant an agent/broker who is representing a buyer as a single agent.

Moving forward, as we transition and conform to the terms of the proposed NAR settlement, agents/brokers will be required to have potential buyers sign a Buyer Broker Agreement. It's important to explain your agency relationship to buyers who may be confused by recent news articles about the settlement.

Also important to explain agency relationships to sellers when taking a listing and let them decide if they want to extend compensation to a single agent buyer broker. Many sellers may be unaware that refusing to compensate a single agent buyer broker may limit the number of available buyers for their property.

2024 OFFICERS

PRESIDENT: **Billy Golightly**
PRESIDENT ELECT: **Lynda Granoff**
MLS PRESIDENT: **Missy Zecher**

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 April.

REALTORS

Faye Barrs

Land Brokerage

Elizabeth Hunter

Focus RE Group

Jacob Garnier

Daniel Crapps Agency

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