

North Florida Forecaster

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February 2019

3rd Time's a Charm



2019 LCBR President Sandy Kishton embarks on her unprecedented third term. She also served as 2010 and 2012 LCBR President and was 2010 Realtor of the Year.

Realtor of the Year 2018



Carl Huggins was named 2018 Realtor of the Year at the January 17 Installation luncheon.

Carl was taken from us in a tragic traffic accident in May of 2018. 2019 President Sandy Kishton expressed her appreciation as she presented the award to Carl's family.

"This Realtor truly needs no introduction because when he walked into a room he was always smiling and was often the spot of sunshine in your day.

He was a successful Realtor and loved his job. When times were hard, he persevered, building his own property management business in addition to listing and selling. When new agents joined his office, he

INSIDE THIS ISSUE

- 2 December SFR statistics
- 3 Calendar of Events
- 3 February birthdays
- 4 New members



Visit our website at: www.northfloridarealtors.com

Carl continued on page 3

Monthly Market Detail - December 2018

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	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	55	77	-28.6%
Paid in Cash	20	21	-4.8%
Median Sale Price	\$185,000	\$158,500	16.7%
Average Sale Price	\$199,015	\$175,895	13.1%
Dollar Volume	\$10.9 Million	\$13.5 Million	-19.2%
Median Percent of Original List Price Received	94.7%	97.7%	-3.1%
Median Time to Contract	46 Days	61 Days	-24.6%
Median Time to Sale	110 Days	108 Days	1.9%
New Pending Sales	64	64	0.0%
New Listings	63	63	0.0%
Pending Inventory	127	141	-9.9%
Inventory (Active Listings)	432	458	-5.7%
Months Supply of Inventory	5.8	6.6	-12.1%

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	897	7.2%
December 2018	55	-28.6%
November 2018	66	0.0%
October 2018	63	-7.4%
September 2018	82	32.3%
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%



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 Tuesday, January 22, 2019. Historical data revised on Friday, September 7, 2018. Next data release is Thursday, February 21, 2019.

CALENDAR OF EVENTS

FLORIDA REALTORS MIDWINTER MEETINGS
 JANUARY 23 – 26, SEA WORLD RENAISSANCE,
 ORLANDO

WWW.FLORIDAREALTORS.ORG

REGISTER AT THE WEBSITE

PROFESSIONAL STANDARDS TRAINING

TUESDAY, FEBRUARY 19, 1-4PM BOARD OFFICE
 FOR MEMBERS OF GRIEVANCE AND PRO
 STANDARDS COMMITTEES ONLY.

FORM SIMPLICITY TRAINING

TUESDAY FEBRUARY 26, 1-4PM BOARD OFFICE

KAZ CISOWSKI RETURNS TO TRAIN MEMBERS
 HOW TO MAXIMIZE THIS VALUABLE FREE
 PROGRAM.

PLEASE COURTESY RSVP TO

WENDY@NFLMLS.COM

February birthdays

Feb.	1	Rhaiza Faulkner	Prestige
Feb.	4	Kristy Harrington	Board Atty
Feb.	5	Heather Law	ReMax
Feb.	5	William Shows	Land
Feb.	6	Austen Roberts	Swift Creek
Feb.	6	Angel Rogers	Tomkins
Feb.	7	Tina Roberts Donaldson	AFG
Feb.	7	Charlie Sparks	Rockford
Feb.	8	Annette Land	Land
Feb.	8	Leslie Skeen	Dicks
Feb.	11	Chuck Davis	Crapps
Feb.	11	Becky Summers	Ratliff
Feb.	15	Chrissy Dunn	Brannon
Feb.	15	Kim McCall	Crapps
Feb.	18	Pam Beauchamp	ReMax
Feb.	18	Keith Hitson	Hitson
Feb.	20	Alicia Redish	JW Hill
Feb.	20	Debra Scott	Taylor
Feb.	22	David Mrvica	Taylor
Feb.	24	Bill Haley	RIP
Feb.	26	Iris Caudill	Caudill

took the time to help them get started; truly a team player.

He also offered his support to the Board of Realtors through our community efforts with Habitat for Humanity and supporting our Realtor Bowl-a-thon team. He and his wife also participated in and helped organize the Backpack program through the school system, by holding garage sales at his office to support the program. Continuing to show his kindness, he often "paid it forward" at the drive through and made a complete stranger's day.

He also stayed busy as an active family man and often shared jokes or told funny stories about his family or his day. He often showed kindness and compassion to many of his tenants, helping when he could.

He was a caring and hard-working man, a good Realtor and most importantly, a friend.

We are humbled to honor Carl Huggins as the 2018 Realtor of the Year.

Please help me welcome his wife, Dana and their family to accept this award on Carl's behalf, as we all lost him too soon."

Thanks First Federal!



First Federal Bank's Robb Burns addresses the crowd at the January 17 Installation luncheon as 2018 President Billy Golightly looks on. Thanks to **First Federal Bank** for this and many other sponsorships throughout the years.

2019 OFFICERS

PRESIDENT: **Sandy Kishton**
PRESIDENT ELECT: **Susan Eagle**
MLS PRESIDENT: **Lisa Hicks**

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Executive Vice President: **Dan Gherna**

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MLS Coordinator: **Wendy Williams**

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Welcome new members

Please welcome new members who joined the LCBR in January.

REALTORS

Lindy Charity

Stan Batten RE

Christine Dunn

Brannon RE

Alecia Kirkland

Poole Realty

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

