

North Florida Forecaster

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July 2018

Florida Realtors® Convention and Trade Expo

The 2018 Florida Realtors Convention and Trade Expo will be held at the Rosen Shingle Creek Resort in Orlando from August 8 – 10 (Trade Expo) August 10 - 12 (Governance Meetings).

The Trade Expo is free to all members. More than 200 industry experts and exhibitors will showcase their products.

The first 300 Realtor members who are first-time attendees (meaning they have not attended the convention OR Expo in the past) will be charged \$100 registration fee. And here's the really good part... once convention is over, those first-timers that attended will be refunded the \$100 fee.

At last check, there were first-timer slots still available, so check with FR about this special offer.

Details at www.convention.floridarealtors.org

NAR increases dues \$30 for 2019

In a major move to keep REALTORS® positioned for success into the future while ensuring NAR no longer needs to use reserves to cover expenses, the board approved a budget that sets national association dues at \$150 per year per member beginning in 2019.

That's a \$30 increase. Seventeen dollars of the increase is for REALTOR® Party advocacy programming. The remaining \$13 will fund programs such as the new Commitment to Excellence professionalism initiative, the popular forms and transaction management benefit, and upkeep of the association's buildings.

The NAR budget underwent a comprehensive review after Bob Goldberg became CEO of the association last August. The spending plan for 2019-2021 reflects more than \$2 million in annual savings, achieved by reducing association staff, cutting global travel, and making across-the-board cuts.

NAR is also realizing savings from a decision Goldberg made earlier this year to end the Advanced Multi-List Platform (AMP), formed in 2015 by NAR's wholly owned Realtors Property Resource® (RPR®) subsidiary to provide customized back-end technology services for small- to mid-size multiple listing services. The elimination of the program saves NAR \$1.7 million in 2018 and, along with other reductions at RPR®, will save \$5.25 million in 2019.

This article from NAR's Internal News Service

MLS of Choice coming July 1st

What does MLS of Choice mean? In a nutshell, it means that a broker can join another MLS without all of his/her agents having to join that MLS.

INSIDE THIS ISSUE

- 2 May SFR site built statistics from FR
- 3 Calendar of Events
- 3 Team advertising rules
- 3 July birthdays
- 4 New members



Visit our website at: www.northfloridarealtors.com

MLS continued on page 3

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



Summary Statistics	May 2018	May 2017	Percent Change Year-over-Year
Closed Sales	90	74	21.6%
Paid in Cash	31	19	63.2%
Median Sale Price	\$157,000	\$145,000	8.3%
Average Sale Price	\$173,743	\$166,968	4.1%
Dollar Volume	\$15.6 Million	\$12.4 Million	26.6%
Median Percent of Original List Price Received	95.4%	96.0%	-0.6%
Median Time to Contract	54 Days	62 Days	-12.9%
Median Time to Sale	91 Days	115 Days	-20.9%
New Pending Sales	93	90	3.3%
New Listings	113	124	-8.9%
Pending Inventory	176	172	2.3%
Inventory (Active Listings)	419	514	-18.5%
Months Supply of Inventory	5.8	7.3	-20.5%

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	381	10.4%
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%
July 2017	71	-6.6%
June 2017	81	9.5%
May 2017	74	-6.3%



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 Wednesday, June 20, 2018. Next data release is Monday, July 23, 2018.

CALENDAR OF EVENTS

CODE OF ETHICS TRAINING – 3 HR CE

TUESDAY, AUGUST 28, 1-4 PM BOARD OFFICE

INSTRUCTOR: PATTI MOSER

FREE TO MEMBERS (NO-SHOWS WILL BE BILLED \$20) SPACE IS LIMITED TO 50

YES, THIS ONE COUNTS FOR DBPR LICENSE RENEWAL CREDIT

RSVP TO WENDY@NFLMLS.COM

FLORIDA REALTORS CONVENTION AND TRADE SHOW

AUGUST 8 – 12, ROSEN SHINGLE CREEK, ORLANDO

SEE PENN AND TELLER LIVE!

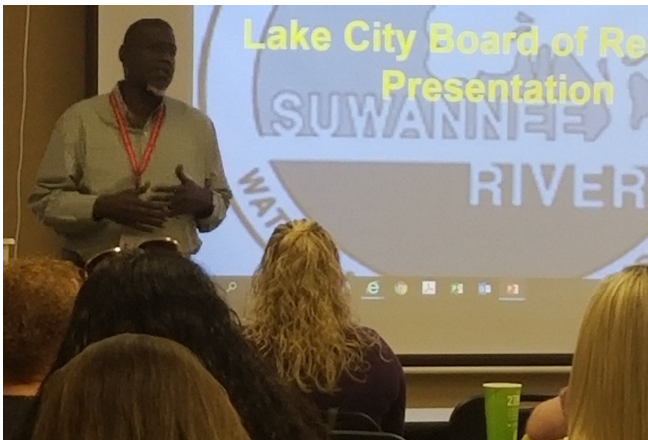
PLENTY OF SPECIALS AND DEALS AT WWW.FLORIDAREALTORS.ORG

REGISTER AT THE WEBSITE

July birthdays

July	2	Kellie Shirah	Poole
July	3	Kerri McKenzie	Darby
July	4	Dahlton Guilbeau	Ratliff
July	7	Arlis Atkinson	Atkinson Rlty
July	7	Matt Marable	Poole
July	8	Shirley Hitson	NFL Homeland
July	14	Deborah Myles	Darby
July	12	Candice Land	U C Lands
July	16	Betsy Tyler	Taylor
July	18	Darcy Willis	Hometown
July	19	Laura Land	Land
July	21	Natalie Haney	DCA
July	21	Derrick Tuell	Elite Appraisal
July	24	Jeff Taylor	Taylor
July	25	Tim Williams	Seber
July	26	David Reaves	Southern L&H
July	31	Teresa Lloyd	Swift Creek

SRWMD presentation



Leroy Marshall, Ashley Stefanik and Warren Zwanka of Suwannee River Water Management District conducted a comprehensive presentation on June 7th. The lunch and learn was attended by 42 members.

It does **not** mean that an agent can join can join a MLS on their own. Salespersons and Broker salespersons still need a Broker to offer or accept compensation on their behalf. For more on this rule: www.realtor.org

New Team advertising rules

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.

2018 OFFICERS

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

The Lake City Board of Realtors® Inc.

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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 June.

REALTORS

Allison Ables

Allison Ables Real Estate

Joey O'Hern

United Country, Dicks RE

Brad Richlin

Trinity Rose Realty

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