

North Florida Forecaster

Volume XXX, Issue 4 - A publication of the Lake City Board of REALTORS®

April 2018

District 1 conference



Over 140 Realtor members of District 1 came to the Renaissance Hotel at World Golf Village in St. Augustine for the annual D-1 Conference on March 21.

Nobu Hata, NAR's Director of Member Engagement was the featured speaker. Nobu's "new school" insights are spot on and refreshing. He makes a compelling argument that websites like Zillow are not the disruptors of our industry but we should look out for the Googles and Amazons. He also points out that as consumer's buying experiences become easier and more streamlined, real estate transactions will adapt to that concept.

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REALTOR® Visit our website at: www.northfloridarealtors.com

New member orientation set for April 19

From the President:

Our first new member orientation class in several years is scheduled for 10am on April 19th at the board office. A variety of topics such as pathways to professionalism (real-world concepts aligning with our REALTOR Code of Ethics), Fair Housing, Anti-Trust, RPAC, an explanation of the Realtor organization on state and federal levels (Florida Realtors, National Association of Realtors), and an overview of some MLS systems such as CTI Web Navigator, and Agent Inbox will also be covered. We expect the class to be about 2.5 hours in length. New members and those re-joining after a period of inactivity are encouraged to sign-up, but the class is not mandated.

The class will be taught by members within our own association - Sandy Kishton (President Elect), Lisa Hicks (current MLS President) and myself. This will be the first formal class of this nature since the great recession.

After the class, lunch will be offered courtesy of **Hometown Mortgage Services, LLC**, and there is no fee, but an RSVP is required. We hope that if you've been in the business long enough to feel like this may be an unnecessary or redundant class that you'll share the opportunity with friends or coworkers that would find value in it.

Humbly,

-Billy Golightly

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



Summary Statistics	February 2018	February 2017	Percent Change Year-over-Year
Closed Sales	68	67	1.5%
Paid in Cash	24	35	-31.4%
Median Sale Price	\$165,000	\$100,000	65.0%
Average Sale Price	\$180,887	\$118,977	52.0%
Dollar Volume	\$12.3 Million	\$8.0 Million	54.3%
Median Percent of Original List Price Received	95.1%	92.0%	3.4%
Median Time to Contract	81 Days	78 Days	3.8%
Median Time to Sale	120 Days	123 Days	-2.4%
New Pending Sales	87	88	-1.1%
New Listings	130	104	25.0%
Pending Inventory	150	158	-5.1%
Inventory (Active Listings)	447	480	-6.9%
Months Supply of Inventory	6.3	6.9	-8.7%

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	135	12.5%
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%
April 2017	84	6.3%
March 2017	67	15.5%
February 2017	67	13.6%



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, March 21, 2018. Next data release is Monday, April 23, 2018.

CALENDAR OF EVENTS

LUNCH AND LEARN

THURSDAY, APRIL 12, 12:00-1:30 PM

THINGS YOU NEED TO KNOW TO EXPEDITE THE CLOSING

PRESENTED BY ALACHUA TITLE

BRING YOUR LUNCH

RSVP TO WENDY@NFLMLS.COM

LCBR NEW MEMBER ORIENTATION

THURSDAY, APRIL 19, 10:00 AM – 12:30 PM

SPONSOR: **HOMETOWN MORTGAGE SERVICES LLC**

STAY AFTERWARD FOR LUNCH, COURTESY OF HOMETOWN MORTGAGE. GREAT NETWORKING OPPORTUNITY

WE NEED A HEADCOUNT FOR MATERIALS. PLEASE COURTESY RSVP TO WENDY@NFLMLS.COM

CINCO DE MAYO (ON THE 3RD!)

THURSDAY, MAY 3RD 5:00 – 8:00 PM

THE PRESERVE SUBDIVISION CLUBHOUSE (252B, LAKE CITY)

FOOD, MARGARITAS, LIVE MUSIC, FUN AND A SILENT AUCTION TO BENEFIT THE FLORIDA REALTORS POLITICAL ACTION COMMITTEE

April birthdays

Apr.	3	Jeb Stewart	Darby
Apr.	5	Tiffany Ward	Darby
Apr.	6	Toby Anastasio	Oakwood
Apr.	8	Ginny Smith	Darby
Apr.	11	Vickie Ratliff	Ratliff
Apr.	14	Mark Baker	Brannon
Apr.	17	Blayze Neeley	Remax
Apr.	23	Mike Streicher	Swift Creek
Apr.	24	John Hill	J. W. Hill
Apr.	26	James Cook	Yale
Apr.	26	Scott Stewart	Rockford
Apr.	29	Amber Roberts-Crawford	Swift Creek
Correction:			
Mar.	9	Gail March-Baker	Brannon

Bowling teams raise \$1,350 for CARC



From left: Heather Craig, Susan Sloan, Donna Cox, Heather Law, Sandy Kishton, Kerri McKenzie, Ginny Smith, JEB Stewart, Tiffany Ward, Michael Myles.

The Lake City Board of Realtors sponsored tandem bowling teams for CARC's bowlathon fundraiser on March 2nd at Lake City Bowl.

It was the 3rd year in a row but not the 3rd year overall we've participated.

Head to head, LCBR Team "A" anchored by Sandy Kishton defeated Team "B" anchored by Mike Myles 584 – 533 in the first game and 567 – 468 in game two.

Both teams were cheered on by a group of fellow Realtors and family. It was a great time for team members and observers.

We hope to see even more participants next year!

Keep an eye out for emails and announcements about future activities.

2018 OFFICERS

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

The Lake City Board of Realtors® Inc.

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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 March.

REALTORS

Kaley Dawson	Advantage RE Pros
Nancy Matheny	Poole
Angela Watson	The Rock Realty

CORRECTION

Donna Kennington	Brannon
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OFFICES

The Rock Realty of Florida	Angie Watson
Alachua Properties (MLS only)	Bob Bieniek

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

Let's Celebrate Cinco de Mayo with a Mexican Fiesta
on

3 DE MAYO



**The Lake City Board of Realtors is hosting the annual RPAC
Mixer and Silent Auction on**

Thursday, May 3, 2018 from 5pm to 7:30 pm.

The Clubhouse at The Preserve

333 SW Rosemary Dr., Lake City

- **Food and Drinks**
- **Music by Matt Johns**
- **Silent Auction – all proceeds support**



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