

REALTOR® Connection

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www.raccfl.com

Letter from the President:

Don't Wait for Spring to Sell Your Home!

It's probably no surprise to anyone living in Citrus County that our state has a strong real estate market throughout the year. During the winter months "up north," people tend to wait until spring to spruce up their homes and put them on the market.

But the Sunshine State attracts buyers in winter, spring, summer and fall. So, if you're considering selling, there's no reason to delay contacting a member of the REALTORS® Association of Citrus County.

Our REALTORS® can provide you with a comparative market analysis (CMA) to help you

understand the value of your home, and advise you on staging your home to maximize your sale price. Of course, that's just the start of the process as a Citrus County REALTOR® will be with you every step of the transaction.

There's an old saying, "The early bird catches the worm," and that certainly applies to today's fast-moving real estate market. Here are four



Kerry Rosselet

reasons why now is an ideal time to sell your home.

1. Demand is high. Since the start of the pandemic, buyers from throughout the U.S. have flocked to Florida, and homes in suburban and rural locations have been in high demand. After all, when you can work from anywhere,

why not pick a beautiful and affordable home in Citrus County?

2. Supply is low. There are still a limited number of homes on the market in our region. That puts sellers in the driver's seat, making it easier for a Citrus County REALTOR® to get the best possible price for your home.

3. Mortgage rates are still low. Although interest rates have gone up this year, mortgages are still extremely affordable by historical standards. Back in the 1990s, for instance, a typical rate was 8 percent, making today's rates extremely attractive to buyers who need to finance their purchases.

4. Your equity gives you more options. With the dramatic

growth in home prices in the past few years, your home equity may be greater than you think. That can give you more options for the future, whether buying a larger home, downsizing or simply adding to your financial reserves.

So, if you're ready to make a move, there's no reason to procrastinate. Contact a local REALTOR® to find out how they can help you take advantage of today's highly favorable market conditions.

— Kerry Rosselet

President
REALTORS® Association
of Citrus County

Addressing Homeownership Issues with Florida lawmakers

2022 Great American REALTOR® Days held at Legislature's spring session

Every year, Great American REALTOR® Days (GARD) is held during the Florida's Legislature's spring session in Tallahassee. On February 8, the leadership team from REALTORS® Association of Citrus County traveled to Florida's state capital and met with legislators on

pending real estate legislation that can affect Citrus County residents.

Here are some of the key topics of discussion:

- Hometown Hero Housing Program. With rising prices, homeownership is often out of reach for many front-line workers and educators, who find it

difficult to save for a down payment. The Hometown Hero Housing Program (HHHP) would ease that burden by through a new zero-interest revolving loan program that provides down payment and closing cost assistance to front-line and emergency workers.

The HHHP would complement existing federal, state and local efforts to increase affordable housing opportunities and be similar to the successful Salute Our Soldiers Military Loan Program administered by the Florida Housing Fi-

nance Corporation.

- Rising property insurance costs. Higher insurance costs and lower levels of coverage due to changing underwriting guidelines are challenges for homeowners in Citrus County and throughout the state. Last year, several reforms were passed to improve the situation, and lawmakers need to continue to explore solutions to Florida's insurance problems.

- Condominium reform.

The tragic collapse of a Surfside condominium building in June has highlighted the need to review current laws governing the construction, maintenance, and daily operation of these residential buildings. The deadly collapse also underscores the need for increased access to important community association documents to ensure buyers have a complete understanding of the rules, fees, and financial situation of the real estate they are considering



REALTORS® Association of Citrus County President Kerry Rosselet presents Representative Ralph Massullo with NAR's On Common Ground Magazine.

purchasing.

- Water quality and environmental funding. Legislators were urged to support the governor's budget recommendation of \$980 million for environmental programs.

- Home strengthening. The Legislature is considering a proposal to provide a sales tax refund for building materials used to harden homes against natural disasters. This would

help Floridians strengthen homes, keep more money in their pockets and help fight insurance rate increases.

- Private property rights. Florida REALTORS® asked lawmakers to support legislation that creates a statewide, uniform system of common-sense regulations for vacation rentals while protecting private property rights.



The RACC Leadership Team representing Citrus County REALTORS® at GARD.

RACC BUSINESS PARTNER SPOTLIGHTS



Shari Justice has been a business partner with the R.A.C.C. since July of 2002, attending as well as sponsoring many events over the years. She helps with the Contract to Close classes for the new REALTORS® coming into the association. Has been on the Ask the Experts Presentations and question panel and volunteers whenever she can. Shari is a previous chair and co-chair for the Business Partners Committee.

Shari is from Marion, Indiana, has 2 children, 2 kid in-laws, and 2 grandkids, and had a banking career prior to moving to Florida. She has been in the title insurance business for 32 years in Citrus County with the last 25 being with Stewart Title Company since 1995. She began her career as a receptionist and moved up, doing processing, closing, policy, and has a Florida Insurance License. Having trained in all areas she has a clear understanding of the title insurance industry and how to treat her customers to a smooth and efficient closing. Customer service is a key to closing with Stewart Title Company. She can be reached at 352-628-3800 or by email shari.justie@stewart.com

"Being a part of the business partners is awesome, I love the family feel and the chance to meet the Realtors as well as the business partners" is a direct quote. Please reach out to Shari to find out if Stewart Title is the right Title Company for you. Remember, you always get Justice in Shari's office.



Mark Dolan is a professional photographer and FAA-licensed drone pilot based in Inverness, Florida.

For over 30 years he has specialized in real estate, architectural and commercial photography. Realtors, construction companies, property managers, rental owners as well as businesses who need product photography can depend on him to provide the highest level of customer service in the industry today.

Mark Dolan Photography brings a unique blend of photographic expertise, marketing savvy, techniques and strategies as well as expert post-production editing, for both photos and video.

You will visualize unique perspectives, creative lighting and memorable compositions that may be used for social media, websites as well as print applications. All this for a very affordable price.

My services include: high-quality photography, 3D Imaging (Matterport), aerial photography, Walk-through videos, You Tube videos, photo editing including sky replacement and so much more.

Contact: 407-492-3766, Markdolanphoto.com

UPCOMING EVENTS/CLASSES

- 3/1 – Foundations of Form Simplicity (Virtual)
 - 3/3 – Matrix with Marsha
 - 3/4 – Code of Ethics - Business Ethics (Virtual)
 - 3/8 – Lunch & Learn with Bridging Freedom
 - 3/9 – USDA No Down Payment Construction Loans (Virtual)
 - 3/22 – RPAC Investor Appreciation Luncheon (Invite Only)
 - 3/31 – Million Dollar Producer Mixer
 - 4/1 – RPAC Pet Contest Voting Opens
 - 4/7 – GMM / Business Partner Spring Fling
 - 4/7 – Roadmap to a Successful Closing (Virtual)
 - 4/12 – New Member Orientation
 - 4/14 – Broker Legal Update Lunch & Learn with Joel Maxson
 - 4/15 – RACC Closed
 - 4/26 – Optimizing your Workflow (Virtual)
- All events/classes are limited to Licensed Agents and/or Business Partners unless marked Public. Visit www.raccfl.com for a list of upcoming events.

Citrus County Market Statistics — January 2022

	Single Family Homes	Townhouses/ Condos	Manufactured Homes
Closed Sales	302	18	44
Median Sale Price	\$255,000	\$181,950	\$123,750
Median Time to Contract	18 Days	15 Days	33 Days
Months' Supply of Inventory	1.0	1.3	1.8

Citrus County Market Statistics — Quarter 4 — 2021

	Single Family Homes	Townhouses/ Condos	Manufactured Homes
Closed Sales	1,003	53	164
Median Sale Price	\$239,900	\$159,900	\$105,000
Median Time to Contract	12 Days	10 Days	22 Days
Months' Supply of Inventory	1.1	1.5	1.9