

REALTOR® Connection

714 S. Scarboro Ave., Lecanto, FL 34461

352-746-7550

www.raccfl.com

Letter from the President:

Reminder of the Importance of Disaster Relief

The tragic conflict unfolding throughout Ukraine is a disaster that will have long-term repercussions throughout Europe and the rest of the world. It's also a powerful reminder of the fundamental importance of basic necessities like food, water, shelter and medical care – things we often take for granted in our community.

As president of the REALTORS® Association of Citrus County, I'm proud of how real estate professionals across the nation have stepped up to offer humanitarian aid and support for Ukrainian families who have lost loved ones or seen their homes destroyed by war.

As Leslie Rouda Smith, president of the National Association of REALTORS® (NAR), said recently, "We continue to keep our Ukrainian members and their loved ones in our thoughts as they battle so bravely to defend their homes and protect their families. Their struggle for democracy, sovereignty, and freedom is a cause that, as Americans, strikes close to home for us all."

Thinking about how people want to help, reminds me of



Kerry Rosselet

times that Floridians have been devastated by the destructive force of hurricanes, tropical storms, tornados, floods and other natural disasters. As a result, Florida REALTORS® have long been in the forefront of contributing to the nationwide REALTORS® Relief Foundation's Hope Rising campaign – a major disaster relief initiative.

In 2021, the campaign received more than 2,500 donations from REALTORS®, state

and local REALTOR® associations, multiple listing service (MLS) organizations and other companies. As a result, this vital campaign surpassed its fundraising goal of \$8.5 million.

I believe the campaign's success is another example of how the REALTOR® spirit of service and dedication to caring is making a difference in our communities. Since 2001, the National Association of REALTORS® (NAR) relief foundation has awarded more than \$33 million in aid, which has funded over 100 disaster recoveries and helped 17,000 families in 40 states and territories. With NAR covering all administrative costs, 100 percent of all

funds collected are distributed to disaster relief causes.

In Ukraine, many international aid organizations have mobilized their relief efforts to help the refugees who have been driven from their homes by the invasion. If you would like to donate to help those affected by the violence, please consider options that include the International Committee of the Red Cross, UNICEF and Doctors Without Borders. Thank you in advance for supporting these worthy organizations.

— Kerry Rosselet
President,
REALTORS® Association
of Citrus County

RACC BUSINESS PARTNER SPOTLIGHTS



Nathan Paff (NMLS# 372222) is Branch Manager/Loan Officer for Fairway Independent Mortgage Corp and runs the office at 653 Overdrive Circle, Hernando, FL 34461.

Nathan has been in the mortgage industry for the past 23+ years.

Why Fairway? At Fairway Independent Mortgage Corporation, customer service is a way of life. We are dedicated to finding great rates and loan options for our customers while offering some of the fastest turn times in the industry. Our goal is to act as a trusted advisor, providing highly personalized service and helping you through every step of the loan process – from application to closing and beyond. It's all designed to exceed expectations, provide satisfaction and earn trust.

Fairway Independent Mortgage Corporation is ranked as one of the top 5 mortgage companies in America by Mortgage Executive Magazine.

Fairway Independent Mortgage Corporation was founded in 1996 by Steve Jacobson. Guided by our core values, Fairway Independent Mortgage Corporation is committed to serving our loan officers, business associates and borrowers with humility, respect and honesty.

Nathan and his family moved from Ohio 3 years ago. He has been married to his wife Whitney for the past 15 years and they live in Lecanto with their 9-year-old daughter. Nathan has joined RACC and is looking forward to getting more involved in the community. They are attending church at Seven Rivers and love all that the Nature Coast has to offer.

Nathan is a true home loan professional and will give you honest guidance every step of the way through the process. He can be reached at 352-405-5885, www.nathanpaff.com or email: nathan.paff@fairwaymc.com.



Virtual Real Estate Academy is a subsidiary of The Listing Exchange, a fully accredited school offering real estate education in licensing and professional development through our Miami Real Estate Academy both online at our REcampus site and LIVE Virtual Classrooms.

Our Florida Sales Associate Licensing Course is our most popular and complete course with all the support to pass the exam the first time.

Monthly reduced classroom hours are scheduled on ZOOM for two consecutive weeks on Tuesdays and Thursdays from 7 to 10 pm for a total of 12 hours concentrating on exactly what you need to know.

Upon registration, you get access online to view materials and live classroom videos, corresponding book mailed to you, regularly scheduled Webinars for Questions and Answers plus direct phone access to a licensed instructor.

ALSO INCLUDED

"One Day Cram For The Big Exam" and 19 crossword puzzles to assist in passing your state exam.

We now offer newer online real estate courses and lower pricing in pre and post-licensing and professional development. Check us out at www.VirtualREAcademy.com.

April is Fair Housing Month

Every April, REALTORS® commemorate the passage of the Fair Housing Act of 1968 with events and education that shine a light on housing discrimination and segregation. Fair Housing Month signifies a recommitment to expanding equal access to housing.

Discrimination in the real estate industry is real and ongoing. You, as community leaders, have the opportunity to

be a part of the transformative solution, providing equal service to all.

April is Fair Housing Month and a great time to affirm you're helping to build thriving, inclusive communities. Fair housing impacts all NAR members, all markets, and all neighborhoods.

Check yourself. Educate yourself. Hold yourself accountable. Because That's Who We R®.

Fair Housing Declaration

I agree to:

- Provide equal professional service without regard to the race, color, religion, gender (sex), disability (handicap), familial status, national origin, sexual orientation, or gender identity of any prospective client, customer, or of the residents of any community.

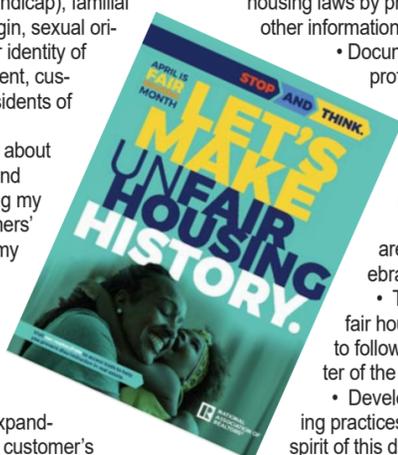
- Keep informed about fair housing laws and practices, improving my clients' and customers' opportunities and my business.

- Develop advertising that indicates that everyone is welcome and no one is excluded; expanding my client's and customer's

- opportunities to see, buy, or lease property.

- Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.

- Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.
- Refuse to tolerate non-compliance.
- Learn about those who are different from me, and celebrate those differences.
- Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.
- Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.



UPCOMING EVENTS/CLASSES

- 3/31 – Million Dollar Producer Mixer
- 4/6 – 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)

- 5/5- Matrix with Marsha
- 5/12- YPN Music & Margaritas
- 5/17- Supplement Your Income with MLS Advantage (Virtual)
- 5/24 - TEC Camp with Craig Grant
- 5/30- RACC Closed

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.



Buying or Selling ... Trust a Local REALTOR® to get the job done right.

Citrus County Market Statistics — February 2022

	Single Family Homes	Townhouses/ Condos	Manufactured Homes
Closed Sales	311	19	59
Median Sale Price	\$260,000	\$195,000	\$142,000
Median Time to Contract	10 Days	16 Days	41 Days
Months' Supply of Inventory	0.9	1.0	1.6