

REALTOR® Connection

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www.raccfl.com

Florida Realtors® 2021 Annual Convention & Trade Expo

The Realtors® Association of Citrus County attended this year's annual Florida Realtors® Convention & Trade Expo held on August 25-26, 2021, at Rosen Shingle Creek resort in Orlando, Florida.

Realtors from around the state came to the convention to discuss key issues that shape their profession. Members could select from more than 35 education sessions such as new trends in real estate, social media marketing, boosting productivity, best practices for brokers, and more. Prior to the in-person sessions, Florida Realtors' Virtual Governance



Kelly Tedrick

Meetings were held from August 2-12, 2021; hybrid in-person/virtual governance meetings also took place on August 27-28, 2021.

The convention featured Kevin Harrington, creator of the infomercial and an original star of TV's "Shark Tank," who spoke during the general session while keynote speaker Admiral William H. McRaven, USN (retired) closed out the convention by sharing lessons in teamwork, personal accountability, and leadership learned during the course of his military career. Convention-goers also got to enjoy the music of "Kool & The Gang" during the Dance

Party, then were entertained by singing sensations, Flashback Four, at the annual Awards Luncheon, which honors Realtor excellence and service. This year's Trade Expo featured more than 100 industry experts and exhibitors showcasing the latest marketing, technology, and other business tools.

Locally, July's housing numbers show signs that the residential real estate market may be returning to normal. While selling remains red-hot, slight inventory growth may lead to some sales slowing. The latest figures for Florida home sales are as strong as ever. Home sales were still up significantly year-over-year, but the numbers are starting to even out a bit when compared with the pre-pandemic real estate market.

The RACC is gearing up for our largest

community fundraiser of the year, our 27th annual Charity Golf Tournament taking place on Monday, October 4th at Southern Woods Golf Club in Homosassa, FL. This year's event benefits Pace Center for Girls, Citrus and we need your support more than ever. We are still seeking a few sponsorships and need donations of gift cards or baskets from local businesses for our silent auction.

Golfers & Sponsors can get registered here: <http://bit.ly/RACCGolf>

The Realtors Association of Citrus County is proud to partner with our local nonprofits and make a difference for our hometown students.

— Kelly Tedrick, 2021 RACC President
Broker Associate, FL Real Estate Instructor, C2EX

RACC Charity Spotlight

Pace helps young ladies succeed

On Monday mornings, about 50 girls from throughout the community walk into the doors of Pace Center for Girls, Citrus, to start their week learning and growing. They come from throughout Citrus County, and all have experienced challenges in their lives.

Abuse, bullying and extreme anxiety are common for many of the girls. Their days at Pace include taking academic classes, such as science, math, social studies, English and Spirited Girls!, a life-skills class that is specific to Pace.

They earn credits as they work toward catching up in these classes and moving forward in their education so they can stay on track to be promoted in grade levels and eventually graduate, depending upon their placement when they arrive.

Additionally, all of the girls receive counseling to help them develop coping skills and work to overcome those obstacles which have caused them to not succeed in the past.

As a year-round program, Pace is a lifesaver for girls. There are actually 21 Pace Centers, and Pace Citrus is the newest in the Pace family. Pace is one of the only gender-responsive, trauma-informed, strength based program models for girls in the country with a proven evidence base.

A 2019 third-party random control trial evaluation by research firm MDRC, found that Pace nearly doubles the likelihood of girls being on track to graduate from high school as compared to girls with the same risk factors who did not attend Pace.

In fiscal year 2020, 69 percent of girls who came to Pace Citrus were failing classes, and 83 percent showed academic improvement. Additionally, 37 percent had been suspended when they came to Pace, but a year after completing Pace, 83 percent were in school, higher education or employed.

While at Pace Citrus, learning and growing are supported by fun activities as well. The walls of the Center, housed in the Renaissance Center, are decorated with inspirational quotes and creative



art that the girls have created. Girls participate in group projects, community service and recently held a "Shark Tank" event, which included girls presenting ideas and business plans around them, with judges providing feedback.

A girls' leadership council provides a platform for girls to work toward opportunities both in the Center, in the community through representing Pace at speaking engagements and also on a statewide level with other girls from Centers throughout Pace. A highlight each year is also visiting local legislators in Tallahassee during Florida's legislative session.

As girls achieve their goals, they can transition back to their traditional schools or other educational opportunities. They come into the program at any point in the year when they need it, and leave whenever their goals are realized. It is a choice program, meaning they cannot be mandated to attend, but instead, they choose Pace.

Pace is provided to all girls at no cost, and as a prevention/intervention program, it is funded in part by the Department of Juvenile Justice as well as Citrus County Public Schools.

Fundraisers and donations are also necessary to make sure all girls can continue to receive Pace services.

The Citrus County community provides great support to Pace, and in turn, to the girls who need that support the most.

For more information on Pace, please call 464-6520.

GIRLS MATTER

www.pacecenter.org



CLERK OF THE COURT PRESENTATION



RACC MEMBERS GET REGISTERED TODAY!

When- Tuesday,
September 7th, 2021,
12 to 2 p.m.
Where- RACC
Cost- FREE

Lunch will be provided!



ANGELA VICK
CLERK OF THE CIRCUIT COURT AND COMPTROLLER
CITRUS COUNTY, FLORIDA
Serving together...dedicated to excellence!



UPCOMING EVENTS/CLASSES

- 9/2 – Matrix with Marsha
 - 9/7 – Clerk of the Circuit Court, Angela Vick Presentation
 - 9/9 – Are you Grandfathered In? A Guide to Zoning
 - 9/9 – Through the Looking Glass - Guide to Future Land Use
 - 9/14 – Safety Class with Dennis Pilon
 - 9/14 – Reverse Mortgage Class
 - 9/15 – USDA & VA Comparison course
 - 9/16 – REBar Camp
 - 9/17 – Virtual REALTOR Safety Course
 - 9/23 – Business Partner Showcase & Chamber Mixer
 - 9/24 – Shred Event
 - 9/30 – Annual Meeting
 - 10/4 – RACC Annual Charity Golf Tournament
 - 10/7 – Expanding Housing Opportunities
 - 10/7 – Past Presidents Dinner
 - 10/19 – Goal Setting class
 - 10/26 – Sheriff's Department Safety Presentation
 - 10/28 & 10/29 – SRES Designation Class
 - 11/3 – Credit Scoring 1-2-3 Class
 - 11/4 – Cheryl Nadal Memorial Chili Cook-Off
 - 12/9 – RACC Annual Holiday Party
- All events/classes are limited to Licensed Agents and/or Business Partners unless marked Public. Visit www.raccfl.com for a complete list of upcoming events.

Citrus County Market Statistics July 2021

	Single Family Homes	Townhouses/Condos	Manufactured Homes
Closed Sales	340	15	51
Median Sale Price	\$242,500	\$170,000	\$135,000
Median Time to Contract	9 Days	12 Days	15 Days
Months' Supply of Inventory	1.0	1.3	1.9

Citrus County Market Statistics Quarter 2 — 2021

	Single Family Homes	Townhouses/Condos	Manufactured Homes
Closed Sales	1,164	75	166
Median Sale Price	\$230,000	\$142,450	\$116,100
Median Time to Contract	9 Days	13 Days	15 Days
Months' Supply of Inventory	0.9	1.0	1.7

REGISTER NOW!
ANNUAL CHARITY GOLF TOURNAMENT
MONDAY, OCTOBER 4, 2021
Southern Woods Golf Club
Benefits PACE Center for Girls, Citrus

Thank You to our Sponsors:

FAIRWAY NATHAN PAFF TEAM, ERA American Suncoast REALTY, American Mortgage

Sponsorship opportunities still available! Contact the RACC at 352-746-7550 or communications@raccfl.com for more info.