

REALTOR® Connection

714 S. Scarboro Ave., Lecanto, FL 34461

352-746-7550

www.raccfl.com

Give thanks, help others in the community

As we approach the giving season, the Realtors Association of Citrus County wants to thank our residents for supporting local. REALTORS® are independent contractors, and when you choose to use a local REALTOR® you are supporting small businesses. The REALTORS® Association

of Citrus County Inc. is blessed to have such generous members who continuously give to our community. This month we are asking for toy donations to be dropped off at the RACC for the Family Resource Center in Hernando. Then our annual Holiday Party on December 2nd will benefit

our charity partner, Filter Family Solutions. At this time of the year, many focus on what they are thankful for—I feel very fortunate to live in a community that is rich with deeply caring individuals, families, service organizations, and business owners. Give donations! Give encouragement. Give opportunities.

And be thankful to be in a position to give. We don't have to have financial wealth ... Giving time in the community is far more rewarding than giving lip service or cash donations.

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



Kelly Tedrick

NAR's Board Approves New Guidance for MLS Listings

The National Association of REALTORS® (NAR) announced that it adopted changes to its guidance for local Multiple Listing Service (MLS) broker marketplaces, saying the updates “reinforce greater transparency for consumers.”

According to NAR, the changes ensure disclosure of the compensation offered to buyers' agents, make sure a search results list doesn't

exclude results based on the amount of compensation offered to buyers' agents, and reinforce a rule that buyers' brokers don't represent their services as free.

The NAR Board of Directors adopted the changes to take effect Jan. 1, 2022.

“Grounded in our commitment to act in the best interests of buyers and sellers, we regularly review and update our guidance for local broker

marketplaces to continue to advance efficient, equitable and transparent practices,” says NAR President Charlie Oppler. “These latest changes more explicitly state what is already the spirit and intent of the NAR Code of Ethics and local broker marketplace guidance regarding consumer transparency and broker participation.”

MLS changes adopted:
• Reinforce that local marketplace participants don't

represent their brokerage services as free.

While REALTORS® have always been required to advertise their services accurately and truthfully, this change creates a bright line rule on the use of the word “free” that NAR says is easy to follow and enforce.

• Ensure disclosure of compensation offered to buyer agents. NAR says this change improves transparency for

REALTORS®' existing duties and practices to talk with clients about the services they provide and how they're compensated.

• Ensure listings aren't excluded from search results based on the amount of compensation offered to buyer agents. NAR says this wording change reiterates a REALTOR®'s existing duty to inform clients about all relevant properties that meet their criteria.

RACC CHARITY SPOTLIGHT: FILTER FAMILY SOLUTIONS

“Filter is that dirt bike program, right?”

Yes ... I mean, no ... well, kind of.

The answer to the question is not as simple as it may seem. Yes, Filter is a mentoring program for students ages 10-15 that has a partnership with Honda so we have a bunch of dirt bikes that we train our kids to ride. The dirt bike is a teaching tool that motivates the kids to participate. It's a carrot. Admittedly, Filter has a bait-and-switch strategy at play. The kids come for the bikes and we give them and their parents love, support, accountability, mentorship, and most importantly, the truth.

So what is this “truth” that we impart to Filter students and their parents? Here's a small sample of truths that need to be told...

• Every life story contains pain and brokenness. Things may not be the way they should be, but being a victim will get you nowhere. The world can be a harsh place and you will find that sympathy is in short supply. You must



learn to adapt and achieve despite your brokenness.

• Clean your room because it's the first step toward getting your life in order.

• There is likely no simple answer to a child's problematic behavior. Sometimes a parent has no other choice than to just persevere through years of foolishness while loving their child well and disciplining them consistently.

• A butt-whoppin' doesn't solve all behavior problems.

• Not every “bad” kid is the product of “bad” parents.

• When considering whether a behavior is right or wrong, think about whether it is helpful or not. What you are about to say may be the truth, but it may not be helpful to say it.

• There are times when you just have to “act as if”. You may really dislike a teacher but it would be helpful to act as if you do. Plenty of responsible adults have jobs they dislike and they act as if they do like those jobs when they are on the clock.

• If you want respect, be respectable.

• Life is hard, don't make it harder than what it is by making bad choices.



Filter is not a dirt bike program. Filter is a mentoring program where we believe that the truth will set you free.

GUYS & DOLLS

YOU ARE CORDIALLY INVITED TO JOIN US AT THE

RACC SPEAKEASY

DISCRETION IS PARAMOUNT DURING PROHIBITION

PASSWORD: CAPONE

PLEASE ASSUME AN ALIAS - ADMITTANCE BY PASSWORD

HOLIDAY PARTY

DECEMBER 2 • 6:00 PM-9:00 PM

714 S. SCARBORO AVE., LECANTO, FL 34461

MUSIC • DINNER • DRINKS • CASINO

	Single Family Homes	Townhouses/Condos	Manufactured Homes
Closed Sales	329	24	58
Median Sale Price	\$249,000	\$172,500	\$100,000
Median Time to Contract	11 Days	10 Days	19 Days
Months' Supply of Inventory	1.3	1.1	2.1

	Single Family Homes	Townhouses/Condos	Manufactured Homes
Closed Sales	992	43	163
Median Sale Price	\$243,000	\$150,000	\$129,000
Median Time to Contract	8 Days	11 Days	16 Days
Months' Supply of Inventory	1.3	1.5	1.6

UPCOMING EVENTS/CLASSES

- 12/2 — Code of Ethics course (virtual)
- 12/2 — RACC Annual Holiday Party
- 12/7 — 4 Traits of Highly Effective People course
- 12/9 — BP Committee Appreciation Breakfast
- 12/14 — Contract to Close
- 12/24 — RACC Closed
- 12/31 — RACC Closed
- 1/6/22 — Installation / General Membership Meeting
- 1/7/22 — Myths and Realities of Home Warranties Class (Virtual)
- 1/12/22 — Matrix with Marsha
- 1/13/22 — FL Realtors Legal Hotline Class
- 1/25/22 — Reduce Risk & Remain Compliant for Brokers (Virtual)
- 2/17 & 2/18/22 — 14-Hour Class with Dennis Pilon

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.