

REALTOR® Connection

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www.raccfl.com

'Tis the Season ... To Support Local: A focus on helping your community thrive

A local REALTOR® is more than just the person who helps you find the right home. They live, work, and play in the same community you are looking at purchasing a home in. Real estate professionals understand the importance of community. They often support local charities, groups and organizations, and other positive initiatives that are designed to make your community a better place to live.

Your local REALTOR® can help you with whatever you need when it comes to buying your home. They do a lot more than just structure sales agreements. If you need advice, have questions about the market, or just want an honest opinion about the houses you've checked

out, they will give it to you because your success is their success.

Every community is defined by the local businesses, entrepreneurs, and those who make it a better place to live. A local REALTOR® works within their community and can help you find reputable mortgage brokers, lawyers, contractors, home inspectors, and other services that you'll need when buying, selling, and maintaining your property.

As the year comes to a close, it is a time for reflection – I want to thank all the RACC members, our Board of



Kelly Tedrick

Citrus County Education Foundation, Filter Family Solutions, PACE Center for Girls, Citrus, and the Family Resource Center. Our Golf Tournament

Directors, committee chairs, business partners, and staff for helping to make 2021 a sensational year. It has been a humbling experience to serve as your 2021 RACC President. The key to the RACC's success is our volunteers- your commitment makes a difference!

We were able to donate over 35k to our Charity Partners this year - the Citrus Construction Academy, Citrus County Education Foundation, Filter Family Solutions, PACE Center for Girls, Citrus, and the Family Resource Center. Our Golf Tournament

fundraiser alone raised \$20,000 for our charity partner – PACE Center for Girls, Citrus. The largest amount we have EVER raised at a Golf Tournament! We couldn't have done it without the generous support of our membership, a huge thank you to everyone who donated throughout the year!

Don't forget that a local REALTOR® is a professional real estate agent that has the expertise you need to buy or sell your property. The Realtors Association of Citrus County is your LOCAL voice and expert for real estate! Get Real Help Locally, just ask a Local REALTOR®.

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

Helping Family Resource Center



Some of our RACC board members and YPN committee recently presented Administrator Ginger West from our local Family Resource Center with a \$5,000 check to support Citrus County families during the holidays and beyond.



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RACC CHARITY SPOTLIGHT: PACE CENTER FOR GIRLS

Vulnerable and at-risk girls in our community have been able to rely on Pace Center for Girls to help them with their academics and counseling services even during the most challenging of times in 2021. Fortunately, Pace was able to rely on community support, especially the Realtors Association of Citrus County. This year's golf tournament, coordinated and implemented by the RACC, was incredibly successful and raised \$20,000 for Pace. Those dollars allow all of the services the girls receive to be provided at no cost to families. This means girls who are between ages 11 and 17 and have experiences such as neglect, abandonment, bullying by peers, physical, mental and sexual abuse, among other traumas, are finding a way to heal and grow.

Pace is partially funded by the Department of Juvenile Justice and the Citrus County School Board. The remaining portion of the organization's budget is filled by fundraising. Pace's year-round program includes earning credit classes so middle and high

school girls can catch up on their academics, while also receiving strong counseling and therapy for developing the coping skills they need to overcome the challenges in their lives. As a choice program, girls are given the option to choose to attend Pace and are able to transfer back to their traditional schools or move into employment or education once they complete their goals. During 2020-21, more than 100 girls were served at Pace, with 70 percent showing academic improvement after leaving the program. Additionally, 93 percent had no involvement with the juvenile

justice system a year after Pace, even though all were considered at-risk.

The partnership between RACC and Pace is a strong example of the power of community support, and provides Pace girls with a positive example of leaders giving back to help others. Despite uncertainty in the coming year, girls know they can count on Pace and Citrus County to believe in them and provide the help they need to create positive futures.



The RACC Golf Tournament back in October raised \$20,000 for the Pace Center for Girls.

Citrus County Market Statistics — November 2021

	Single Family Homes	Townhouses/ Condos	Manufactured Homes
Closed Sales	336	16	47
Median Sale Price	\$238,000	\$162,000	\$124,900
Median Time to Contract	11 Days	12 Days	13 Days
Months' Supply of Inventory	1.3	1.3	1.9

UPCOMING EVENTS/CLASSES

- 12/27 — RACC Closed
- 12/31 — RACC Closing at 12 PM
- 1/3/22 — RACC Closed
- 1/6/22 — Installation & Awards Mixer / GMM
- 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)
- 2/15/22 — New Member Orientation
- 2/17 & 2/18/22 — 14-Hour Class with Dennis Pilon
- 2/22/22 — Master the Paperless Transaction (Virtual)
- 3/1/22 — Foundations of Form Simplicity (Virtual)
- 3/4/22 — Code of Ethics- Business Ethics (Virtual)
- 3/31/22 — Million Dollar Producer Breakfast

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.