

REALTOR® Connection

714 S. Scarboro Ave., Lecanto, FL 34461

352-746-7550

www.raccfl.com

A message from the R.A.C.C. President ...

Local REALTORS® supporting the community



CJ Dixon

There are many well-known benefits to utilizing a local REALTOR®; market knowledge, community knowledge, quick service, neighborhood history, etc. Putting aside all the financial and service benefits to you, of a local REALTOR®, there is yet another important reason to use a local REALTOR® when purchasing or selling property. Local REALTORS® support the local community!

Each year the REALTORS® Association of Citrus County chooses three local charities to support. This year the three are Jessie's Place Children's

Advocacy Center, Citrus AID Cancer Foundation, and Humanitarians of Florida. In addition to these charities, REALTORS® stand ready to support the community in times of need or natural disaster. Many individual REALTORS® and real estate companies give countless hours and financial support to the local community.

Jessie's Place Children's Advocacy Center provides a comfortable place for local children who have been abused and need medical exams, law enforcement interviews, and professional counseling. Jessie's Place is named after a local

child, Jessica Lunsford, who suffered a horrific death at the hands of a child abuser in 2005. In one child friendly location all services can be preformed without traumatizing the child further.

Citrus AID Cancer Foundation was established to help local cancer patients with the "little" things that can become big things when debilitating cancer and the associated treatments strike. Founded by a local doctor, Joey Bennett, Jr., MD, and local volunteers, the foundation has stepped in to help needy cancer victims and complete the tasks that are not covered by any insurance or

other charity. A helping hand in a difficult time.

Humanitarians of Florida is a well-established charity that helps abandoned and abused animals along with providing adoption services. The Humanitarians provides affordable spay and neuter services to the community. Committed to the ethical treatment of our loyal companions, the Humanitarians is an invaluable asset to the local community.

By utilizing local REALTORS® for your real estate needs, you are helping to support our community. The REALTORS® Association of Citrus County hosts yard

sales, dances, golf tournaments and other events in support of these charities. Look below on this page for upcoming dates and events. You can also check these events out on our website at www.raccfl.com. We would love to see all of you at these great events to support our local charities and community.

Happy buying and selling.
CJ Dixon, 2018 President,
REALTORS® Association
of Citrus County

April Legislative UPDATES

CHERYL LAMBERT

Florida REALTORS® Treasurer
and RACC Legislative Chair

For the first time in my life, the voters of Florida can all agree on one thing: we need to pass Amendment 2 when we vote this November!

And that's because voting "yes" on Amendment 2 truly helps everybody in Florida.

Ten years ago, we, the citizens of Florida, recognized that a property tax crisis was happening in our state and we voted for a 10 percent cap on the annual increase on property taxes for non-homestead properties to help solve it. Unfortunately, that solution came with an expiration date. That expiration date is coming at the end of this year. If we don't approve Amendment 2 in November, we are going to be reliving that crisis all over again. Voting "yes" on Amendment 2 will make the 10 percent cap permanent and keep this solution in place.

Non-homestead properties are



properties that are not used as a primary residence. Examples of these types of properties include businesses, vacation homes, and non-homestead residential properties (e.g., apartments and second homes that owners rent out).

If you own your own home and you are not a business owner, you may be thinking, "How does voting yes on Amendment 2 help me? This is an issue for business owners or people who own more than one property."

You'd be right. It does directly impact those groups of owners, including the approximately 94,000 non-homestead properties here in Citrus County.

But here's how it impacts everyone else.

● Amendment 2 is good for our children, teachers and education system

because it does not impact education funding. School boards receive their tax revenues from other tax sources. That is one of the reasons why 100 percent of the Senate and 97 percent of the House supported Amendment 2 and put it on this year's ballot.

● Because property owners have a tax cap, they don't have to drastically raise their tenants' rent. This goes for apartment complexes and rental homes alike. Since the property owner knows the

10 percent cap is in place, they can better assess and keep rents affordable. So, Amendment 2 is great for renters.

● Amendment 2 protects the stores where you and I shop. Imagine if the property where we do our grocery shopping had a tax bill of \$300,000 last year, but next year it grew to \$600,000. We'd see the cost of our groceries going up. The employees there may not see a raise for years and/or the store may have to reduce employees in order to control costs.

Voting "yes" on Amendment 2 helps Florida continue to thrive. It makes

Florida more attractive to businesses to open their doors here, expand to more locations, and employ more people. It protects landlords, renters, the education system, first responders and all of us as consumers.

For years, Florida REALTORS® and I have fought for good laws that help the citizens of Florida. Voting "yes" on Amendment 2 does just that.

I hope you'll help protect Florida by supporting Amendment 2 on the ballot this November. Just vote "yes"!

For more information visit the website: EverybodyIsFor2.com or on facebook: [/EverybodyIsFor2](https://www.facebook.com/EverybodyIsFor2).

Cheryl Lambert is the Broker/Owner of the Only Way Realty Citrus. She is a Past President of the REALTORS® Association of Citrus County in 2013, Past District 7 Vice President of Florida REALTORS® in 2014 and is currently Florida REALTORS® 2018 Treasurer. Lambert is an active Broker/Owner who specializes in Affordable/Attainable Housing, and is very active in legislative issues surrounding this topic.

April Business Partner Spotlight

April Business Partner Spotlight is on Brenda Buta, owner of A-1 Title of the Nature Coast and Shamrock Closing Services, Inc.

Brenda started out in the banking business, but really wanted to learn "what it took to own a home." That interest took her to Crystal River Title, where she worked learning the title business before moving to Nature Coast Title. When Nature Coast Title closed their doors, it only seemed natural for Brenda to stay in the same location and reopen with her own title business.

With 28 years in the business and 10 years as A-1 Title, Brenda is proud of how her company meets the level of expectation she provides to agents, home buyers/sellers and businesses creating relationships in Citrus County and surrounding counties. A-1 Title and Shamrock Closing Services offer everything from construction loans, closing title work, For Sale by Owner processing, mobile home closings and more. Brenda recently added LiveScan Fingerprinting services needed for a



Level 2 Background Check to her array of services.

Brenda began her career when closings were worked out on paper and is currently mentoring two teenagers to learn the title business as she did, giving them confidence and education to move forward. Brenda has sponsored the Million \$\$ Breakfast for several years for members of the REALTORS® Association with sales over a Million \$\$ and she happily sponsors the RACC Member Family Picnic to watch member families enjoy a great time.

The unofficial spotlight is also on Buttons, the cutest little furry, four-legged door greeter and A-1 Title team member. If you have not met Brenda or Buttons, stop by the A-1 Title office at 7655 W. Gulf to Lake Hwy., Ste. 4, Crystal River (34429), call 352-563-2727 or visit the website at www.a-1title.net for more information. If you are interested in becoming a REALTORS® Association of Citrus County Business Partner, call 352-746-7550 or go to www.raccfl.com for an application.



Brenda Buta
A-1 TITLE OF THE NATURE COAST INC.



RACC CHARITIES COMMITTEE Presents
1ST ANNUAL YARD SALE
FUNDRAISING Event

Saturday, May 5, 2018 ~ 8am-2pm

714 S Scarboro Ave. Lecanto, Florida 34461

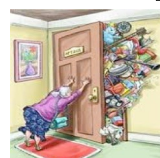
All proceeds raised will be donated to:

Citrus County Children's Advocacy Center Jessie's Place
Humanitarians of Florida, Inc.
Citrus AID Cancer Foundation



Spring Clean and donate your "gently" used items to RACC.

Drop off donated items April 19th — May 3rd



Don't use, donate!



Donate & SHOP



Spring clean now!

For information, call: (352) 746-7550. Please, no clothes.

Citrus County Summary of Key Real Estate Statistics

As reported April 2018

	FEB. 18	MAR. 18	CHANGE	TREND
Closed Sales	227	261	+34	UP
Median Sales Price	\$150,00	\$160,000	+\$10,000	UP
Day on Market	57	52	-5	Steady
Months of Inventory	4.8	4.5	-.3	Steady

The low inventory in the market is holding back the overall number of home sales and flattening the spring sales season rise. The high demand pressure on supply will continue to push prices higher. New construction is not yet able to fill the demand for homes. Strong economic performance across the nation has more than balanced slowly rising interest rates and home prices. Expect continued home price increases, new construction activity, mortgage rate increases and inventory shortages. Note: The closed sales number increase is due to the spring buying seasonal boost. Year over year there was a 7.4 percent decline in closed sales.

UPCOMING REALTORS® ASSOCIATION 2018 EVENTS/CLASSES

All events will be held at REALTORS® Association of Citrus County 714 S Scarboro Ave. Lecanto, FL 34464, unless noted otherwise. All events/classes are limited to Licensed Agents and/or Business Partners unless marked Public.

- April 30 — Forms Simplicity (2 CE) Kaz Cisowski
- May 5 — Yard Sale presented by R.A.C.C. Charities Committee with proceeds to benefit Jessie's Place, Humanitarians of Florida and Citrus AID Foundation. Event hours: 8 a.m.-2 p.m., bring your family & friends and shop for bargains. PUBLIC INVITED!
- May 8-9 — New Member Orientation
- May 9 — MLS-Basic, Code of Ethics-(3CE)
- May 10 — RACC Family Picnic (Members & Member Families)
- May 17 — Taxes and Law (TAXES18)
- May 23 — FREC Road Trip
- May 30 — MATRIX Training
- June 18 — District VII Conference Citrus Hills