

REALTOR® Connection

714 S. Scarboro Ave., Lecanto, FL 34461

352-746-7550

www.raccfl.com

A message from the RACC President ...

When people see a REALTOR®, the first question is usually, "How's the market?" The answer to that question depends on your point of view. A strong seller's market is good for home owners, but tough on a buyer looking for a bargain. Currently, the market is tight on

inventory and considered a strong seller's market. The best source to get the latest information on the market is a member of the local REALTORS® Association. Everything in real estate is local. Market conditions vary greatly from neighborhood to neighborhood. Your local REALTOR®

who works and lives in the market will be the most in tune. A common avoidable error that many sellers and buyers make is to rely on an agent that is not familiar with the local market. When entering into the real estate market, timely accurate information is power. Online

sources can provide huge quantities of raw statistics. Understanding, interpreting and recognizing trends in the numbers is key. A REALTOR® who works day to day in the local market may see shifts in the trends that can change values and save you time and money. The next time you ask a REALTOR®, "How's the market?" you will be more prepared to evaluate the

answer. The next time you need to purchase or sell a property, you will know the best choice is to use a local REALTOR®. After all, everything in real estate is location, location, location. This applies as well to the agent you choose. Happy buying and selling.
*CJ Dixon,
2018 President,
REALTORS® Association
of Citrus County*



CJ Dixon

February Legislative UPDATES

CHERYL LAMBERT
Florida REALTORS® Key Contact
and RACC Legislative Chair

Remote Notaries

The bill authorizes Florida notaries to perform notarial acts in the traditional manner (in person) or by use of a secure, recorded two-way live audio-video call. Enhanced requirements for identity verification, security and recordkeeping for electronic notarization are included in the bill. The legislation must still be considered in two more committees — one in each chamber — and has the potential to simplify transactions that involve out-of-state and out-of-country buyers and sellers. It's supported by the Florida REALTORS®. Update on the Bills: The Senate bill (SB 1042) passed the Government Oversight and Accountability Committee, and the House bill (HB 771) passed the Transportation & Tourism Appropriations Subcommittee.

Affordable Housing

The House and Senate have already passed their respective budget bills.

Each chamber has a different level of funding for the State and Local Government Housing Trust Funds. The legislature will now move into the budget conference process. Florida REALTORS® continue to advocate the increase of the level of appropriations to the Housing Trust Funds.

Vacation Rentals

House Bill 773 by Rep. Mike La Rosa (R-St. Cloud) would allow municipalities to enact a local law, ordinance, or regulation to regulate activities that arise when a property is used as a vacation rental provided the regulation applies uniformly to all residential properties without regard to whether the property is used as a vacation rental. The bill has been referred to the Government Accountability Committee and the Commerce Committee. It was scheduled to be heard in committee last week, but was postponed due to time restrictions.

Senate Bill 1400 by Sen. Greg Steube (R-Sarasota) is waiting to be heard in its final committee stop, the Appropriations Committee. Below is the summary of what the bill would do:

- The bill preempts vacation rentals

to the state which would prohibit municipal governments from regulating vacation rentals.

- Single Family and Multi Family Homes would not be affected by this legislation. The current licensing requirements would remain in effect; however, the license application would now require the operator's emergency contact telephone number.

- The bill adds occupancy limits for vacation rentals which are set at the lesser of four persons plus two additional persons for each sleeping room, or one person for each 150 square feet of finished area.

- Preempts the inspection of vacation rentals to the state. Inspections will only take place if a complaint is filed with the department.

- When five or more vacation rentals in multifamily dwellings are under common ownership and any such vacation rental is rented out more than 180 days per year they will be subject to bi-annual inspections.

- The bill maintains the grandfather provision so that any local law or ordinance passed before June 1, 2011 relating to vacation rentals would be maintained.

Assignment of Benefits (AOB)

The House has already passed HB 7015. This leaves SB 62, which is still awaiting consideration in its first committee.

The main difference between the two bills is the manner in which attorney fees are treated. The Senate bill preserves one-way attorney fees for policyholders but extinguishes them for contractors.

The House bill allows both insurers and contractors to recover attorney fees, depending on who the prevailing party is and the size of the recovery, if any.

Business Rent Tax Cut

The House Ways & Means committee filed their tax cut bill this week. The proposed committee bill WMC3 includes a 0.3% reduction of the Business Rent Tax. This rate cut is estimated to have a \$92.4 million-dollar impact to the state. The committee passed WMC3 by a vote of 14 to 6.

The proposed committee bill will be filed and given a bill number and move on for further consideration.

February Business Partner Spotlight



Our Business Partner Spotlight for February is on Citrus Lending; Megan Ennis. Megan and her husband, Mark, moved to Citrus County in 2005 opening Citrus Lending. Within the same year Megan joined R.A.C.C. as a business partner.

Over the years, Citrus Lending became a regular sponsor of classes and events at R.A.C.C. with Megan getting more and more involved. Megan states she has participated in a majority of R.A.C.C. events and looks forward to each. The event she especially looks forward to each year is the Business Partner Showcase as she states it's so much fun.

In talking to Megan, it's not hard to catch her enthusiasm of "giving back



Megan Ennis
CITRUS
LENDING

time" and her positive attitude about networking. Megan states: "It's all about the people in the community getting to know me, who I am and building relationships."

In 2017, Megan vice-chaired the Business Partners Committee and this year Megan became chairperson of the committee. R.A.C.C. salutes Megan Ennis for her dedication, enthusiasm and support of the REALTOR® organization. Citrus Lending is at 1100 N. Lyle Ave., Crystal River, FL 34429, or contact Megan by calling 352-746-4290.

If you are interested in becoming a RACC Business Partner, please visit the R.A.C.C. website at www.raccfl.com or call 352-746-7550 for more information.

Inverness REALTOR® is 2018 Treasurer of Florida's Largest Professional Association

ORLANDO — Cheryl Lambert, broker-owner with Only Way Realty Citrus in Inverness, is the 2018 treasurer of Florida REALTOR®, the state's largest professional association with 180,000 members.

"Our state continues to be a magnet for buyers and investors from around the world," says Lambert, who is active in residential brokerage. "With our dynamic economy, population growth and exceptional quality of life, Florida will enjoy a healthy real estate market this year."

A leader in regional, state and national real estate associations, Lambert was the 2013 president of the REALTORS® Association of Citrus County. She has chaired its membership, strategic planning and affordable housing committees, and been an active member of many other committees. Lambert has been a director and district vice president of the state association, also serving on several committees and advisory boards. She has served on the National Association of REALTORS® (NAR) Housing Opportunities Task Force and participated in its affordable housing workshop. Lambert says there have been many



Cheryl Lambert

magical moments in her real estate career: "I love watching buyers' faces at the closing table when you hand them the key to their new home," she says. "It is very special to know that you helped make their dreams come true."

In the community, Lambert has served on the Citrus County Planning and Development Roundtable team, the Affordable Housing Coalition and the Inverness Old Town Association.

As treasurer for the state association, Lambert will focus on enhancing Florida REALTORS® services, support and advocacy programs for real estate professionals. As she says, "Our association is dedicated to upholding the highest standards of our profession, while providing resources that help REALTORS® deliver excellent service to

their clients." Florida REALTORS® serves as the voice for real estate in Florida. It provides programs, services, continuing education, research and legislative representation to its 180,000 members in 54 boards/associations. Florida REALTORS® Media Center website is available at <http://media.floridarealtors.org>.



Saturday, March 17, 2018
8am-2pm
St. Patrick's Shopping Madness

Turn one person's junk into someone else's "pot of gold".

At: Realtors® Association of Citrus County 714 S Scarboro Ave Lecanto, FL 34461

RACC CHARITIES COMMITTEE
Presents
1ST ANNUAL YARD SALE
FUNDRAISING Event

All funds raised will be donated to the RACC selected 2018 Charities:

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





We know you are in need of gadgets, "thing-a-ma-jigs", "whatchamacallits", lawn equipment, furniture and more, stop & shop. If you *don't* need those gadgets and "thing-a-ma-jigs", it's time to donate your "gently" used items to RACC. Drop off donated items March 13th - 16th.



"Acceptable" donations items only, please call (352) 746-7550 for info!

Upcoming Association Events/Classes

- All events will be held at REALTORS® Association of Citrus County, 714 S. Scarboro Ave., Lecanto, FL 34464, unless noted otherwise.
- Feb. 27 — Taxes and New Laws Non-CE Kym Mahler (Licensed Agents Only)
 - March 6 & 7 — New Member Orientation (Tuesday 8 a.m., Wednesday 9 a.m.) (New Applicants Only)
 - March 8 — \$\$\$Million Dollar Breakfast at Black Diamond Ranch (8 a.m.) to honor all agents who have achieved over \$1 Million in sales during 2017. For more information, call the Association office at 352-746-7550. (Members Only)
 - March 15 — Property Management (8 CE) Bryan Chavex (Licensed Agents Only); \$99 per agent
 - March 17 — St. Patrick's Shopping Madness Yard and Bake 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. to 2 p.m.; bring your family and friends and shop for bargains. PUBLIC INVITED!
 - April 12 — "Spring Fling" General Membership Meeting (Members Only)
 - April 24 — USDA Class (3 CE) Sean Stephens (Licensed Agents Only)
 - April 30 — Forms Simplicity (2 CE) Kaz Cisowski (Licensed Agents Only)
- Call 352-746-7550 register online to register for classes or for more information.