

# REALTOR® Connection

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www.raccfl.com

*Message from the R.A.C.C. President:*

## A Great End to a Successful Year

The new year will end my term as president of the REALTORS® Association of Citrus County (RACC). As my term ends a new one begins. Ruth Edwards will step up to the role of president in the new year. Before the ball drop signals both the end and the beginning of many things, I would like to touch on a few high points of 2018.

The REALTORS® made the case for the necessity of utilizing a local REALTOR® and the difference between a licensed real estate agent and the value that a REALTOR® brings. REALTORS® must adhere to a higher ethical code than a real estate licensee. Our code of ethics demands that we practice within our area of knowledge. Providing services to distant areas that the REALTOR® is unfamiliar with is considered unethical.

One of the first actions early in my term was to emphasize the benefits to our residents of utilizing a knowledgeable, local REALTOR® — an important point that cannot be overstated. Out-of-area real estate agents who are unfamiliar with the properties, HOAs, current road projects, waterfront ordinances

and the neighborhoods of Citrus County have done great damage to our fellow citizens. Please do yourself a great service and make a New Year's resolution to choose a local REALTOR® when buying or selling property.

RACC also defended property owners and renters by supporting the passage of Amendment 2. This amendment continued the 10-year limit on property tax hikes on commercial property. The amendment will help keep rent affordable for our residents. Tax hikes are still allowed, but only for a reasonable amount.

RACC stepped up to the plate for the Citrus citizens and demanded a smarter way of limiting the nitrogen contamination of our springs. The REALTORS® of Citrus County opposed a plan that would have virtually forced lower-income homeowners to foot the massive cost of the new law. The law has been delayed. More work and diligence are required to ensure the local and state government bodies understand the burden of this law on low-income homeowners. The REALTORS® feel that a solution that addresses fertilizer usage along with septic tank technology is the

correct and equitable path to clean water.

During the year, RACC raised nearly \$13,000 for local charities. As the president, in January, I selected three charities to receive these funds: Jessie's Place Child Resource Center, Citrus Aid Cancer Foundation and Humanitarians. I would encourage everyone to keep these vital and local charities in mind when you make a donation. The new president will select her charities for 2019 and, again, the association will step up and provide leadership in our community.

The bulk of the funds were raised during our 25th Annual Golf Tournament. For 25 years, the local REALTOR® community has been helping the Citrus County residents. Please support and utilize a local REALTOR® so we may continue to do fantastic things for our community.

This past year also saw the first-ever RACC Leadership Academy students complete the rigorous program. The Leadership Academy helps foster our next generation of REALTOR® leaders. We held a REBAR camp to enhance the knowledge and professionalism of the

local REALTOR® member and raised funds from local REALTORS® to support candidates locally, statewide and nationally that protect property rights and our lands.

Finally, 2018 continued the robust real estate market. The steady rise of home prices is built on a solid foundation of increased economic activity. There is no reason to believe that 2019 will be any different.

As I end my term and pass the gavel, I would like to reassure the Citrus County citizens that the REALTORS® Association of Citrus County will always be on your side. Thank you for the privilege of service.

*CJ Dixon, 2018 President,  
REALTORS® Association  
of Citrus County*

*(CJ Dixon is Broker-Owner of ERA American Realty and ERA Suncoast Realty, and a retired U.S. Navy commander.)*



CJ Dixon

### Sharing Christmas Joy



The Annual RACC Christmas Party was held on Dec. 13 with RACC members bringing unwrapped toys to donate to the Citrus County Family Resource Center for distribution for Christmas. The RACC YPN (Young Professionals Network) coordinated the delivery of the toys to the Family Resource Center. Pictured L to R: Ginger West (CC Family Resource Center), Kelly Tedrick (2019 YPN Chair, ERA American/Suncoast Sales Manager) and Rob Tessmer Jr. (Coldwell Banker Investors). YPN Members absent from photo: Katie Spires (2018 YPN Chair, Keller Williams-Elite), Rob Warneck (Top Performance Real Estate), Sarah Fitts (First International Title, Inc). Thank you to RACC Members for the donations and the YPN Committee.

### A Mystery for Christmas



The RACC held their Annual Christmas Party on Dec. 13, which included the mystery event: "HO, HO, Homicide." The lights went out and the victim fell to the floor. Oh no! The victim was Jingle the head elf (aka C.J. Dixon, RACC President, ERA American-Suncoast). Ninety-seven participants were given clues and had fun in pursuit of the perpetrator. Participants enjoyed beer and wine, along with hors d'oeuvres catered by Southern Events Catering. Thank you to our sponsors, A-1 Title, Stewart Title and the RACC YPN for hosting. Pictured: Victim with North Pole problem solvers. Great time and fun adventure!



From the



Members and Staff,

*we wish you a very Happy, Healthy,  
Prosperous New Year.*

*As we reflect on 2018, we wish to thank our  
Business Partners, The Chronicle, our  
Educators and all of our County & City  
Relationships that have supported our  
association.*

*We appreciate you and look forward to your  
continued support in 2019.*

SAVE THE DATE!

Monday,

October 7, 2019



Presents the

26th Annual

RACC

Join us at

Southern Woods

Golf & Country Club!

Golf Tournament

### UPCOMING 2018 EVENTS/CLASSES

- Dec. 31 — RACC Office Closes at Noon
- Jan. 1, 2019 — RACC Office Closed
- Jan. 8-9 — New Member Orientation
- Jan. 12 — Installation Dinner (Citrus Hills Golf & Country Club)

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 &/or Business Partners unless marked Public.

- Jan. 29 — Broker Round Table
  - Jan. 30 — Education Class — Forms Simplicity
- Visit [www.raccfl.com](http://www.raccfl.com) for a full calendar of classes & events. Call 352-746-7550 to register, or register online.