1. Call to Order –

2. LBOR Strategic Plan Review
   a. Using the New LawrenceRealtor.com
   b. Working with Press Releases
   c. Helping other Committees
   d. Ideas...

3. Unfinished Business:

4. New Business

5. Adjourn
2017 – 2019 Strategic Goals and Objectives

This document represents the result of a process through which the Lawrence Board of REALTORS® identified its strategic goals for 2017-2019. It does not represent the entirety of the organization’s direction or its administrative responsibilities. This plan does not supersed its current business direction or operating plan. Rather, these activities will feed into the operating plan.

The goals below are the result of an intentional planning process involving the LBOR strategic planning committee in December 2016, with the goal to identify the most significant issues that LBOR must overcome to move towards its vision. Lawrence Board of REALTORS® will accomplish that through the goals outlined below.

Proposed LBOR Mission:
LBOR advocates for private property rights to enhance the professionalism and integrity in our industry.

Proposed LBOR Vision:
Lawrence and Douglas County do not make an industry decision without the LBOR at the table.

Challenges that Feed into the 2017 Plan

There is no shortage of challenges facing membership industry groups, such as LBOR. You narrowed down and collaboratively identified the biggest issues facing LBOR today. These are your biggest challenges as you look ahead to 2019. This will be the basis of your strategy to help LBOR tackle the issues that could be barriers to success and to reaching your vision. LBOR’s plan is developed in the face of the following market and strategic challenges:

- The LBOR is lacking a Governmental Affairs Director to further our Governmental Affairs agenda on a daily basis.
- More Members need a better understanding of the specific value of membership at the LBOR.
- REALTOR® needs to be at the forefront of the community.
STRATEGIC GOALS

LBOR is committed to being relevant and valuable to our membership. These goals and associated objectives highlight how LBOR intends to channel your resources and attention for the next three years.

This is the time to clarify that this isn’t Carl or Mark’s year…it’s their one-year oversight of a long-term plan. The finish line is much father ahead; a longer horizon is accomplishing the big 3-year goals. As leadership and staff, LBOR will pursue the following initiatives:

1. The LBOR will be the leading advocate for private property rights in Lawrence and Douglas County.
2. LBOR Members will understand and see value in the association.
3. The LBOR will be at the forefront of our community.
February 16, 2018

Lawrence Board of REALTORS® Releases Home Sales Figures for January 2018

Homes sales in the City of Lawrence rose by 1.9% in January compared to the prior year. Sales in January 2018 totaled 53 units, up from 52 in 2017.

Among existing homes, 44 units sold in January, a decrease of 2.2% from 45 units that sold in 2017. The average sale price of existing homes was $225,563. This represents an increase of 10.8% from the January 2017 average price of $203,557.

For new construction, 9 sales occurred in January, up from 7 units the prior year, an increase of 28.6%. The average sale price of new homes in January was $330,506, up 5.1% from the same period last year.

A total of 81 contracts for sale were written in January 2018, up from 77 in January 2017. This is an increase of 5.2%. Contracts written during the month reflect, in part, sales that will close in the near future.

The inventory of active listings in the City of Lawrence stood at 169 units at the end of January, which is down from 197 homes that were on the market at the end of January last year. At the current rate of sales, this figure represents 3.2 months' supply of homes on the market.

According to Henry Wertin, President of the Lawrence Board of REALTORS®, "It seems as if everything is on the way up in regard to Real Estate, except the inventory. From home sales in January, to the number of Contracts written, to interest rates, we are seeing the beginnings of what is shaping up to be a very aggressive Spring market. At this point we are in a 'Sellers' market, and I anticipate a rise in multiple offer situations on new and existing inventory, and a continued increase in home equity."

For questions and/or comments, please contact LBOR President Henry Wertin at 785-8432-055 or henrywertin@askmcgrew.com.

Complete statistical summaries for Lawrence and Douglas County are available at http://www.lawrencerealtor.com/market-statistics/.
LAWRENCE HOUSING MARKET STATISTICS
QUICK STATS for the year 2018 through 01-31-2018

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<th><strong>SOLD</strong></th>
<th><strong>53 Homes Sold in 2018</strong></th>
<th><strong>$225,563 Avg. Sold Price</strong></th>
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<th><strong>-8.8%</strong></th>
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<tr>
<td><strong>58 Avg. Days on Market</strong></td>
<td><strong>169 Active Listings</strong></td>
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Take every advantage, call a REALTOR® today.
Lawrence Board of REALTORS® / www.LawrenceRealtor.com / 785-842-1843
Housing Opportunity Grant News Release

Lawrence Board of Realtors® Receives National Grant for Expanding Housing Opportunities

Lawrence KS, July 10, 2017 – The Lawrence Board of REALTORS® (LBOR) was awarded a $5,000 grant from the National Association of Realtors®’ Housing Opportunity Program to support activities that create and expand affordable housing opportunities. The grant will be used locally to support Family Promise of Lawrence with the Almost Home – Project 13 expansion. Family Promise of Lawrence (FPL), in partnership with Ninth Street Missionary Baptist Church (NSMBC), is expanding the FPL Temporary Housing Program by 4 additional units. FPL currently has the use of 5 units in Lawrence, and in August are gaining the use of the 4-plex at 913 Tennessee Street, directly across the parking lot from the Family Promise Day Center!

The Housing Opportunity Grant will be used to help “flip” the 4-plex, which needs a bit of work. Realtor® funds will be used to help refurbish the apartments with needed appliances, ceiling fans, furniture, bedding, bath, and kitchen items for use by Family Promise clients beginning in September of this year. “Realtors® build communities and work hard to make housing affordable to all who are willing and able to become homeowners,” said Ryan Desch, Chairperson of the LBOR’s Community Relations Committee. “This grant helps to bridge the gap to homeownership for those with the most important of all of our needs, the need for a safe and secure place to call home.”

The Housing Opportunity Program’s purpose is to promote awareness about the need for more housing opportunities in our community, as well identify and promote solutions that address affordable housing. “Through these Housing Opportunity Grants, homeownership can become an attainable dream for many hard-working families across the country,” added Mark Hess, President of the Lawrence Board of Realtors®.

NAR’s Housing Opportunity Grants were established in 2006. Individual grants are awarded ten times per year. Since the program’s inception, over 500 grants totaling more than $1.75 million have been awarded. The grants support a wide range of housing opportunity activities, including housing symposia; home buyer education or housing fairs; counseling and financial literacy efforts; down payment or closing cost financial assistance programs; housing needs studies; and Realtor® affordable housing education.