



July 2010 It's a Jungle Out There



Warren Area Board of REALTORS®

This is the new logo of the Warren Area Board of REALTORS® which has been approved by OAR, NAR and the Local Board of Directors. Look for it soon on promotional materials.

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From the Desk of:

Stephen Ferrebee, 2010 President

A REALTOR had just closed his first deal, only to discover that the piece of land he had sold was completely under water.

“That customer’s going to come back here pretty mad,” he said to his Broker. “Should I give him his money back?”

“Money back?” roared the Broker. “What kind of salesman are you? Get out there and sell him a houseboat.”

As we start into this month of July, my one piece of advice to all my fellow REALTORS® is to stay positive and keep pressing forward. We are going to hear a lot of negatives about the market, and it may appear to be a little slower than April, May and June were. But remember, there are still homes to be bought and sold all over our valley. We have new neighbors moving here everyday to work at GM in Lordstown and V&M Steel in Girard. Don’t get talked into the negative mindset that some people spend all their time spreading.

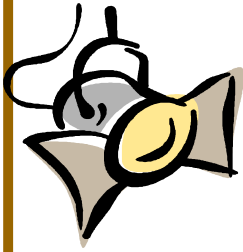
I want to thank everyone who attended the Luncheon / CE on June 22nd that was held at the Mocha House in Warren. Thanks to the Mocha House for a great lunch and to Pat Kearny of Title Professionals and Mary Ann Baal-Villa of ESOP (Empowering & Strengthening Ohio’s People), for their time and all the information they shared with the membership.

Over 90% of members who attended and filled out a questionnaire at the class thought everything went very well. But I do want to quickly address a couple of negative comments that were made about the class and luncheon. One complaint was that the information was outdated and that the SFR class (Short Sale Foreclosure Representative) class provided by NAR had better information. Let me remind you that an SFR class is an Accredited Class. It’s more hours and costs you a lot more money. Of course it would have more detailed information.

The second complaint was that the meal cost too much.. The cost for lunch and 2 hours of CE was \$12... The going rate for 1 hour of CE most places is \$10 with no food included..

It has been one of my goals this year to keep costs down for the membership so we have better turnouts and we have seen that happen. I am always looking to make our classes and meetings better for everyone. If there is a topic you would like covered and someone you think would do a great job at teaching it. Please contact me or the board office and we will certainly consider your requests.





AFFILIATE SPOTLIGHT—

This month we spotlight a gentleman who has been active with the Warren Area Board of REALTORS for 11 years. Jim Ditch is a Certified Mortgage Planner with Home Savings & Loan at the North River Road branch. He has worked in this business for 38 years.

Jim is the proud father of 2 daughters and grandpa to 2 fine grandsons.

Jim is an active member of the Warren Rotary, Past President and Current Board of Trustee Member of the Children's Rehabilitation Center as well as Treasurer of Just Got to Dance.

Jim has agreed to be on the ballot for WABOR Affiliate Director in 2011.



Warren Area Board of REALTORS® Mission Statement

To enable our members to deliver the highest level of service with the greatest degree of professionalism through:

Education and training

Dedication to Integrity in the workplace and the REALTOR® code of ethics

Effective communication

Impacting public policy

The Warren Area Board of REALTORS® strives to promote the image of the REALTOR® in the community.



REALTOR®...

A Funny Thing Happened on the Way to.....

Submitted by Carol Sole

I was showing a house in Youngstown a couple of years ago. It was tenant occupied, supposedly no one at home. I walked into bedroom with buyer behind me, stopped dead in my tracks as there was a naked man sleeping in the bed. My buyer ran right into the back me as we quickly backtracked from the bedroom. I called the listing agent and she was mortified! Said she had given them plenty of notice and had no idea anyone was going to be home. On the other hand, my buyer was almost sorry she wasn't the first one in the bedroom and missed the show!

We look forward to some laughs in 2010, so share with us, won't you?

KEEP OUR SERVICE MEN AND WOMEN IN YOUR PRAYERS .

Specialist Joshua Nutt, son of Janice Nutt of Countrywide Home Mortgage
Specialist David Mickey, son of Trudy Mickey of Stevens & Associates
Sgt. Merle Sullivan, son of Ruth West, *former* WABOR manager
S Sgt. Robb VanDervort, son of Barbara VanDervort of Howard Hanna
SSgt. Bradley DeRubba, grandson of Ethel Latil of Northwood Realty Services
Cpl DeRubba SA, grandson of Ethel Latil of Northwood Realty Services
Lt.Col. Bonnie Rogers, in Iraq. A missionary friend of Karen Jones
PFC Neal Eaton, son of John and Lana Eaton of Eaton GMAC in Korea for 2 years.

If you wish to send a letter to one of our men or women in the service, please call Trudy Mickey at 330-503-6739 or you can e-mail her at tmickeyhouse@gmail.com

UPCOMING EVENTS

Continuing Education and Casino Bus Trip on July 22, 2010 will leave the Board Office at 9:00 AM. Watch for information in the next couple of days.

Annual Charity Golf Outing is planned for August 13, 2010 at Candywood. Be sure to get your foursome together and register now.

Notes from the WABOR Office

Please welcome our newest REALTORS®:

Karen Guerrieri with Northwood of Ohio LLC

Stephanie Conrad with Eaton Group GMAC

MLS Rules Reminder

Lease – Option: When the option period of a lease-option contract is less than six months, the listing shall be transferred to Sale Pending status with the expiration date extended, if necessary, to cover the period. Should the duration of the option be more than six months, the listing shall be withdrawn and when the option is exercised, the office shall re-enter the property in the computer system.

Compensation: In filing a listing with the MLS, the Participant is making a blanket unilateral offer of compensation to other Participants of the MLS. Therefore, listings that do not offer compensation if buyer is a licensed agent are not permitted in the MLS system.

WABOR Office will be closed on Monday, July 5th in observance of Independence Day.

Karen will be out of the office from July 5th through July 23rd. Robin will be happy to assist you with any of your needs.

2011 Proposed Slate of Officers and Directors

President – Andrea Lupton

President-Elect – Yvonne Smith

Treasurer – Jim Pirko

Past President – Steve Ferrebee

Directors 3 yr term

Jason Altobelli

John Rossi

Daniel Crouse

Director 2 yr term

Theresa Ligouri-Thompson

Affiliate Director 1 yr term

Jim Ditch

Election will be held September 21st 2010