

**Warren Area Board of
REALTORS®
345 High St. NE
Warren, OH 44481**

REALTOR® UPDATE

April 2009



WABOR

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Email: wabor@onecom.com

Website: www.wabor.org



**"REALTORS -
A Vital Piece of the**

From the President's Desk – Julie Vugrinovich, ABR

Spring has sprung and baseball season is in the air! The days are getting longer and our weather is starting to warm up. Home sales are picking up and there are buyers waiting along the sidelines to take advantage of the first time homebuyer tax credit. President Obama's stimulus package is catching on and there are a lot of changes in our area due to the downsizing and layoffs at General Motors. Despite the downturn in our economy and the effect on our community, let's continue to remain positive and rally around every aspect of our area and be sure to support our local businesses. Remember to call and contact any Affiliate of our Board to assist with your needs. They are here for you and your business and can definitely offer a large scope of help and services. A complete list of names and numbers is available at the Board office or on the new website at www.wabor.org.

April is Fair Housing Month and our Board is sponsoring a variety of community oriented programs and property improvement activities including area Medallion Awards, Community Pride Awards, student essay and poster contests, and Open House Sunday promotions, in celebration of National Home Ownership Month. This week long American Home Week Celebration is designed to call attention to home ownership and the freedom to own private property. Mark your calendars to attend our wonderful American Home Week Event on Tuesday, April 21st at DiLucia's. The theme this year is **"Realtors Building Communities"** and you won't want to miss this exciting evening where we honor members of our organization for Realtor of the Year, Affiliate of the Year, and Walter D. Graham Civic Award. Many thanks go out to Co-Chairmen Andrea Lupton and Steve Ferrebee for their time, preparations, and hard work that goes into making this Event a reality for all. Be sure to stop in at the Board Office to receive your American Home Week Logo to incorporate into your company's advertising the week of April 13th with Open House Sunday on April 19th. Stop in and get flags and balloons for your open houses too.

We had a great turnout and attendance of over 70 members at our March Membership Meeting held at Café 422. It was a beautiful evening and so wonderful to see and network with so many familiar faces. We recognized current Affiliate members in attendance and welcomed new Affiliate members **Ron & Ted Speaker of Affordable Removals, Jeff Moody of Moody Plumbing, Cody Boatright of Cody's Lawn Service, and Al Crouse of AC Services**. Thank you to Chris Carrillo, CEO of the New Neohrex MLS, who so graciously traveled from Akron to do our Continuing Education Class. It was a good one and very interesting! Treasurer Dan Crouse gave a Board Financial Report and reviewed all the cost savings efforts the Officers, Directors, Executive Officer, and Office Assistant are making on a daily basis on behalf of WABOR. Items such as web hosting, web master, trash collection, office cleaning, quarterly tax preparations, and phone services. Congratulations to new REALTOR® members Rachel Murphy of Sole Realty and Patricia Nypaver of Zamarelli Real Estate who were installed into membership. Welcome! Thank you to Karen Jones and Robin Goodwin for all of their assistance and making the evening run so smoothly. Congrats to Attorney Patricia Kearney for winning the 50/50 and Audrey Margrave for winning the new lockbox! The 50/50 will benefit The American Cancer Society.

2009 OFFICERS

EXECUTIVE COMMITTEE

PRESIDENT

JULIE VUGRINOVICH

PRESIDENT-ELECT

STEPHEN FERREBEE

TREASURER

DAN CROUSE

PAST PRESIDENT

ANDREA LUPTON

DIRECTORS

LESLIE CORNICELLO
MARY EWING
MERRILYN MC CALLISTER
JAMES PIRKO
GEORGE REED
JANICE STEVENS
DAVID ZAMARELLI

AFFILIATE DIRECTOR

DOUGLAS BITNER

EX-OFFICIO

FRAN CUNNINGHAM-DSA
JESSIE SCOTT-DSA



There are a lot of positive things going on at the WABOR office. It's a great day in the neighborhood and your 2009 Officers, Directors, and Committee Chairmen are really putting forth an effort to get as much accomplished as possible. A new and updated Board Orientation is in place thank you to Chairmen Marilyn McCallister and Andrea Lupton. Our new Board website has become a reality thanks to Executive Officer, Karen Jones and her persistent husband, Martin, who has spent many hours revamping and reformatting information. Heartfelt kudos and thanks go out to Dan Crouse as well with our new website and the launching of our Board's **Cost of Living and Quality of Life Website - Come to Warren. com**. This Campaign will be launching in our area real soon. I can't even begin to recognize and thank Dan for his dedication, time, and efforts in making this awesome site a reality.

A Continuing Education Winery Bus Trip is being formalized for Friday, May 8th that will be sponsored by WABOR and The Title Company of Warren. This trip will include one hour of CE, Dinner at Ferrante's, and wrapping up the evening at The Grand River Winery. Look for cost and details to come soon.

It's official! Each of you have been challenged! It's RPAC time again and plans are underway for our Annual Realtor's Political Action Dinner and Auction which will be held on May 19th at Leo's Ristorante. The Theme this year is **M*A*S*H BASH – A Tribute to the Men and Women Serving Our Country**. There will be a diamond necklace giveaway and many fun and exciting things are being planned. Come dressed in your favorite Mash character outfit, camo or fatigue gear, or war outfit. You may even find Hot Lips there! The challenge is to get every member of the Warren Area Board of Realtors to make a donation this year. You can make a monetary donation or donate an item to be auctioned in May. This is the most important thing you can do in real estate, so please make an RPAC contribution!

Be sure to check out the picture of Cortland Banks Winning Booth this year from the Trade Show. Great job to all!

Congratulations to Jim Pirko of Howard Hanna Real Estate for all he does in our community, the tireless hours he donates serving on numerous Boards, and for his direction as a WABOR Director this year. He is a true advocate for our profession and believes in RPAC!

Here's to Ohio's Housing Market Striving and Thriving in 2009!

Julie

President's Choice Booth Winner of the 2009 Trade Show



2009 Affiliate Membership

Our Affiliates are important to us. Please let them know this by using their services.

INSPECTION SERVICES

A+ Home Inspections
Bass Home Inspections, Inc.
Boardman Home Inspections, Inc.
Garland Inspection Services, Inc.
K.E.L. Home Inspections
Pillar to Post Home Inspections
Shaffer Home Inspections

A C Services
ONE CALL CARE SERVICE
330-502-4680
Al Crouse
Owner



- Residential/Commercial/Estate
- Wall & Window Cleaning
- Errands/Household Tasks
- Light Hauling
- Senior Citizen Discounts

TITLE COMPANIES

American Land Title Agency
Bauman Land Title
Grove Title & Escrow Agency
Hunter-Stevens Land Title Agency
Midland Title Security Agency
South Park Title Agency, Inc.
The Title Company of Warren
Title Professionals, Inc.
Title Works Agency, LLC
Valley Title & Escrow Agency

AUCTIONEERS

Richard Basinger
Ron Hillier
McGuire Auctioneer Service
R.J. Reimold Auction Service

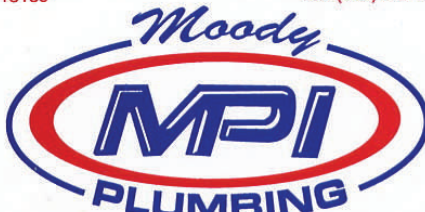
Affordable Removal Service LLC
Accumulation Relocation

Residential • Commercial • Estates • Rentals • Yards • Debris

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330-978-7482
Ted Speaker
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OH. 13189 Fax (330) 372-7671



Jeff Moody, C.M.P. (330) 372-7669

LENDERS

American Midwest Mortgage
Cortland Savings & Banking
Creskide Mortgage
Farm Credit Services
First Place Bank
Home Federal S & L, Niles
Homes Savings & Loan
Huntington Bank
National City Mortgage
Seven Seventeen Credit Union
The Home Mortgage Company
U. S. Bank
Wells Fargo Home Mortgage

APPRAISAL SERVICES

Britt Appraisal Group
Larry McManus, Appraiser
Fred Estlack Appraisal Services
Northeastern Ohio Appraisal Services
Jeffrey Olszewski, Appraiser
John Simoudis Appraiser
Robert Reimold Appraiser

INDUSTRY RELATED SERVICES

A C Services
Cody's Lawn Service
Digging Dirt LLC
Dominion Enterprises
Home Builders Association
Grace Services, Inc.
Jardine Builders
JHN Construction
Moody Plumbing
Satolli Carpet
Shaffer Home Inspections
Tribune Chronicle
The Vindicator



**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.

Area Continuing Education Schedule

Location:

Mink Classes: 8740 E. Market St. St. Warren, Suite #4
Hunters Square Plaza, in Front of Salvatore's Restaurant
www.minkseminars.com Phone:330-856-5700
All Classes are \$30.00

4/6	Safety in Real Estate	6-9 PM
4/20	1031 Tax Exchange	12-3 PM
5/4	Core Law/Agency	12-3 PM
5/11	New Construction	6-9 PM
5/18	Ways to Lose Your License (Core Law)	6-9 PM

Continuing Education Classes

Please remember to arrive on time, attendance must be 90% of class to receive a certificate, and to please keep cell phones off during class, as such behavior can be disruptive and may prevent others from learning the material.

Main Street Warren Spring Project

Main Street Warren, the group working hard to revitalize downtown Warren, needs your help. Because of the severe and long winter, our downtown streets and sidewalks are covered with gravel and cinders. Therefore, on Wednesday, April 8 from 5 to 8 p.m. we are planning Main Street Sweep. We are inviting Realtors, citizens, church groups, youth groups, and all interested parties to come to Market Street and help us clean it up. We will meet across from the Court House in front of the Taylor Building and start from the West Market Street bridge to Chestnut Street and Park Avenue and Mahoning and High around the square. Bring your brooms and your power blowers and join in the fun. We are sweeping the debris into the streets for the street sweeper to pick up later. Help us to sweep downtown clean in time for Easter when old friends and family come home to our town. If lots of volunteers show up, we will finish in a flash! Many hands make work light.

Case #16-17: Buyer Conditions Purchase Offer on Seller's Agreement to Pay Buyer Agent's Fee (Adopted as Case #32-18 April, 1990. Transferred to Article 16 November, 1994 as Case #16-12. Renumbered November, 2001.)

Realtor® A filed a listed property with his local MLS offering to pay a fee for sub-agency services. Realtor® B called Realtor® A, identified himself as a buyer's agent, and asked if Realtor® A would arrange a showing of the property to his client and himself. Realtor® A agreed. The following day, Realtor® B presented Realtor® A with an offer to purchase that was contingent on the seller's agreement to pay Realtor® B's commission. The seller accepted the offer and the sale closed shortly afterward.

Realtor® A then filed a complaint against Realtor® B citing Article 16 of the Code of Ethics as interpreted by Standard of Practice 16-16. He stated that Realtor® B had interfered in Realtor® A's relationship with his seller-client by attempting to negotiate a separate commission agreement with the seller. Realtor® B responded that since the request that the seller pay his commission was made by Realtor® B's client, the buyer, directly of the seller and not of the listing broker, no violation of the Code of Ethics had occurred.

In their decision, the Hearing Panel noted that if Realtor® B, or if his client at Realtor B's urging, had demanded that a portion of Realtor® A's commission be paid to Realtor® B, there would have been a valid basis for Realtor® A's position. Since the request for payment of Realtor® B's fee was made directly to the seller, Realtor® B was not in violation of Article 16.



**CALL THE RIGHT
NUMBER FOR ALL THE
RIGHT ANSWERS**

**HAPPY APRIL
BIRTHDAY**



The websites provided also hold important information for you.

**Rapattoni Tech Support 1-866-730-7114
Support ID #3657**

Use this number when technical difficulties arise while using Rapattoni.

CRIS (CAS) 1-888-434-0657

**Supra Tech Support 1-800-545-9601
Option 1**

Use this number if your SUPRA key malfunctions.

OR.... 1-877-699-6787

**Supra Billing Dept. 1-800-545-9601
Option 7**

Division of Real Estate 1-614-466-4100

www.com.state.oh.us

Ohio Division of Real Estate should be contacted with any questions pertaining to your license or continuing education. Printable PDF forms are available for turning in CE requirements.

**Nat'l. Assoc. of Realtors 1-800-874-6500
www.realtor.org**

**Ohio Assoc. of Realtors 1-614-228-6675
www.ohiorealtor.org**

Ohio Association of REALTORS® website has valuable information pertaining to Real Estate in Ohio.

**REALTOR.COM TECH SUPPORT
1-800-878-4166**

- | | |
|-----------------------|-------------------------------|
| 1 Marilyn Callahan | Wade Foltz & Assoc |
| 1 Thomas D. Mooney | Rennolds Realty |
| 3 Patrick McElhaney | Cortland Bank |
| 6 Cheryl Brown | Coldwell Banker First Place |
| 9 Jacklyn O'Meara | Howard Hanna Co. |
| 9 Karla Shaffer | Century 21 Prestige |
| 13 Kevin Knowlton | Stevens & Assoc.Inc.,Realtors |
| 13 Timothy O'Brien | O'Brien Real Estate |
| 13 Fred Shaffer | Shaffer Home Inspections |
| 14 Cheri Mallis | Huntington Bank |
| 17 Francoise Litch | Century 21 Prestige |
| 17 Beverly Petrosky | Coldwell Banker First Place |
| 17 Victor Sole | Sole Realty Co. |
| 18 Myrna Fisher | Wade Foltz & Assoc |
| 19 Robert Stevenson | Coldwell Banker First Place |
| 20 Brent Ross | Altobelli Real Estate |
| 24 Linda L. Miller | Howard Hanna Co. |
| 25 Rosendra Turner | Sole Realty Co. |
| 26 Patsy J. Naples | P.J. Naples Realty |
| 29 Jeanette S. Franks | Century 21 Prestige |
| 30 Karen Hulvalchick | Coldwell Banker First Place |

NEW POLICY FOR LATE FEES

At the March Board of Directors meeting, a change was made in the late charge on past due invoices. It was determined that late fees will be accessed when an invoice is 60 days past due. The amount of the late fee will be \$5.00 or 2% whichever is greater.

Dues late charges will remain at the \$50 flat fee to be assessed January 1.

**WABOR
Board of Director Actions**

At the February 12th meeting of the Warren Area Board of REALTORS®, the following items were approved and/or discussed:

- Financial Reports
- Revised Late Charges—
see article to the right.
- Approved new Purchase Contract



PLEASE KEEP OUR MEN AND WOMEN IN SERVICE IN YOUR PRAYERS .

Specialist Joshua Nutt, son of Janice Nutt of Countrywide Home Mortgage, reports that Joshua was transferred to Ft. Jackson, South Carolina and re-enlisted for three (3) more years.

Specialist David Mickey is doing therapy 5 days a week after his last 2 surgeries. His battalion just received orders for Afghanistan for the new year. He is hoping to be healed enough to join them, but Trudy doesn't see that happening as he has months of therapy ahead of him. His spirits are still high due to all the kind thoughts and prayers sent on his behalf.

Sgt. Merle Sullivan, son of Ruth West, *former* WABOR manager, is now in the U.S. He is stationed at Fort Sam Houston in San Antonio, Texas.

Senior Chief Jerry Ring, son-in-law of Ruth West, is now home with his family and based in California. Ruth's daughter, Cindy Ring needs your prayers also, as she is fighting a battle with cancer.

Barbara VanDervort's son, S Sgt. Robb VanDervort is now home safely from Iraq. He wishes to thank everyone for their prayers and thoughts while he was on tour.

Ethel Latil has a grandson, SSgt. Bradley DeRubba serving with the Army in Kuwait, his address is: C Company 1-148INRGT, Camp Arifjahn Kuwait, APO AE09366. He got to see his newborn son before he left. She also has a grandson stationed in Virginia. Cpl DeRubba SA, 817 Stell Lane, Virginia Beach, VA 23455.

Lt.Col. Bonnie Rogers, close friend of Karen Jones at WABOR, is stationed in Germany for the next two years. Bonnie travels to Russia on mission trips with Karen.

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

Notes from the WABOR Office



Spring is once again upon us and we are all glad to see winter gone for another year. As the weather forecast improves it is our opinion that the economic forecast will improve right along with it.

This month we will be celebrating American Home Week. Let's be optimistic about our future and get involved with this event. Although the deadline has passed for most of the contests, the Essay and Poster contests can still accept entries till April 7th.

Most of you have met Robin by now. If not in person, then on the phone. He has become very knowledgeable about the key system and membership services. Please remember that he only works 20 hours a week and his hours vary to accommodate our meeting schedules and other commitments here at the office. If you need to see him please call and schedule an appointment with him so we can try to work around your schedule as well.

We are now having RPAC Committee and Golf Committee meetings. The work is much lighter if there are several on the committee. Won't you consider volunteering a little of your time for one of these events?

Community Clipboard

As part of my focus as President this year, I would like to extend a helping hand from the membership of the Warren Area Board of Realtors with community based and "hands on" projects.

If you have any of these items laying around the house and would like to reduce, reuse, or recycle any of them, please bring them to the Board office to help someone or an organization in need. Every little bit helps.

Old Cell Phones for Safety Shelters
Old Plaques or Trophies for Scope or Senior Centers
Canned Goods or Non-Perishable Items for Local Shelters and Missions
Slightly Worn Coats for the Salvation Army
Old Eye Glasses for Area Lion's Clubs Organizations
Old Stamps
Old greeting Cards to be Recycle for Various Projects
Personal Care or Toiletry Items [Toothbrushes, soaps, shampoo, towels]
Pop Can Tabs to be recycled
Items for Soldiers Serving our Country
New Hats to the Heavenly Hats Organization - given to cancer patients who lose their hair due to cancer or other medical conditions
School Supplies and Reading Books for Needy Classrooms and Women/Children to promote reading at a young age
Old Telephone Books to be recycled
Old Magazines and Books to take to assisted living centers and nursing homes
Small Toys or Items to be donated to Children Living in Foster Care and Awaiting Adoption - Northeast Ohio Adoption Services
Back Packs for After School Programs
Pink Yoplait Yogurt Lids for Breast Cancer
Box Tops for Education for Area Schools

Orientation Help Needed

The updated Orientation class for new agents has now been created and we have scheduled the first class on Saturday April 4, 2009 starting at 8 AM at the Board office. We had several agents who had volunteered to help with the classes, as needed; but as of this date, some have had to drop out for various reasons. We would like to have a few more agents, preferably someone who has been a working agent for several years, if possible, to volunteer. We will need agents who can teach the basics, and those who are able to teach an introduction to NEOHREX/Rapattoni. The outlined material will be available to you. They are separate classes. If you are interested in helping out with one of these classes, please contact Merrilyn McCallister at



Ruthie Wilson

*wishes to thank everyone for the cards and prayers.
She is at home recovering and would welcome a call from you.*

*278 Clifton NE
Warren, Ohio 44484*

Phone: 330-609-0316



“WE ARE IN POLITICS, WHETHER WE LIKE IT OR NOT”

Who better knows our communities than the Realtors who work in our neighborhoods, and hear daily what is being said by people in the “real world”?

Who else understands the effect of public services on the value of a piece of real estate? We understand that the price that people are willing to pay to live in a particular community is dependent upon the quality of a community’s schools, police, fire departments, ambulances, nuisance/blight enforcement, road maintenance, storm water drainage, drinking water, and sanitary sewers (or the lack thereof.)

That is why Realtors must take an active role with our local governments. The quality of government services directly impacts the value of our merchandise, and the personal wealth of our clients.

Then there is the impact of our State and Federal Government. Legislators and Lobbyists are constantly introducing new proposed legislation that can “change the rules in the middle of the game.” We need to keep a constant watch, and express our concerns whenever something is proposed that can either help or harm an investment in real estate.

The \$8,000 home buyer tax credit in the new “Stimulus Package” has brought buyers off of the sidelines and into the market. This is a “good thing” for our buyers, sellers, and Realtors that almost did not happen. A thriving economy provides the confidence a buyer needs to make a long-term investment in real estate. Also included in the “Stimulus Package” was funding for long-overdue capital improvements for roads, water, and sewer improvements that affect local property values.

Keeping bad legislation out of the law books is every bit as important as getting good legislation adopted. The “unintended consequences” of a seemingly “good idea” can result in disastrous realities. Someone needs to “think-through” the effect that a proposed law may have on real estate, and protect property values.

R-PAC, our Realtors Political Action Committee, and our WABOR Legislative Committee are working to accomplish these objectives for our members and their clients. Your support is an investment in your market and your career.

Realtor involvement with the mechanisms of government has a long tradition. Three decades ago, I served with Walter Graham on the Eastgate Development and Transportation Agency (EDATA) Citizens Advisory Board. With a depth of knowledge in the details of infrastructure development, he worked on the early planning for projects like the 711 connector, flood plain mapping, and wastewater treatment throughout our valley. He approached these projects from the perspective of improving the value of our communities.

By James J. Pirko, Realtor
Howard Hanna Real Estate Services
WABOR Board of Directors
WABOR Legislative Committee
WABOR R-PAC Committee
Mahoning Valley Real Estate Investors Association Board of Directors
Eastgate Council of Governments Citizens Advisory Board Chairman
Former Weathersfield Township Trustee and Clerk-Treasurer

