

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

**REALTOR® UPDATE**

**August 2009**



**WABOR**

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

**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**

**From the President's Desk – Julie Vugrinovich,  
ABR**

Dear Membership,

We Played It For the Kids! A special thank you to everyone who came out to support the 7<sup>th</sup> Annual Warren Area Board of Realtors Golf Outing to benefit Northeast Ohio Adoption Services on July 17<sup>th</sup>. Despite a little rainy weather, the day was a great success with \$4,500 being donated to Northeast Ohio Adoption Services to help many local children transitioning in foster care and awaiting adoption. This money will be used for education, training, awareness, and placing children into loving, permanent homes. The 50/50 realized \$125.00 to be donated to Habitat for Humanity, which is the housing related service project this year for WABOR.

Thank you to Co-Chairmen Doug Bitner of US Bank Home Mortgage and Vonda Palcisco of Northwood Realty for doing such a fantastic job coordinating this entire event from start to finish. Your time and dedication is greatly appreciated more than you will ever know! Thank you also to the hardworking committee that consisted of Debbie Barber, Michele Lee, Jennifer Mullen, Attorney Jim Scher, Robin Goodwin, Julie Vugrinovich, and Karen Jones. Special thanks to Roger Collins and Joe "Sandy" Barber for all of their help and assistance.

The Warren Area Board of Realtors would like to thank and recognize each hole sponsor for their participation and generous sponsor donations this year. They included All Electric, Bass Home Inspection, U. S. Bank, Mayor Michael J. O'Brien, Coldwell Banker 1<sup>st</sup> Place Real Estate, First Place Bank, Home Savings & Loan, Huntington Bank, Jardine Builders, Trumbull County Engineer David DeChristofaro, Satolli Carpet & Principi Realty, Title Company of Warren, Title Professionals, Inc., Trumbull County Commissioners- Dan Polivka, Paul Heltzel, and Frank Fuda, Hunter Stevens Land Title Agency, Inc., Valley Title & Escrow Agency, Inc., American Midwest Mortgage & Stanley Cranston Insurance, Attorneys Harrington, Hoppe, & Mitchell, Ltd., Seven Seventeen Credit Union, Attorney Curt Bogen, The Home Mortgage Company, Schubert Title Agency, Congressman Tim Ryan, and Senator Capri Cafaro.

Please be sure to patronize Dunkin Donuts locations on Elm Road and Youngstown Road and thank them for sponsoring our breakfast. Thank you to U. S. Bank and Doug Bitner for sponsoring the Hole In One. Thank you to Kelly Palmer of Cadbury Schweppes for donating all the bottled water and pop that everyone enjoyed. Thank you to Pine Lakes Golf Course for providing lunch at the clubhouse and dinner at the pavilion. The wonderful acoustic music provided while enjoying dinner at the pavilion was provided by Double Shot.

We couldn't have done it this year without our wonderful door prize donations. Thank you to Jack Lorenzetti, Andrea Lupton, Attorney Robert Burkey, The B Hive, The Ski Chalet, Golf Headquarters, Diane's Hair Salon, Optiview Vision Center, Red Lobster, Colonial Bake Shop, Buena Vista, Line Star, USA Cinema, Outback Steak House, Brown Derby, Raphael's School of Beauty, George Reed, Michelene Maruca, Julia's Bed & Breakfast, Pine Lakes Golf Course, Julie Vugrinovich, Joe King, Vonda Palcisco, and Northeast Ohio Adoption Services.



Congratulations to all winners and thank you to all volunteers. Thank you for being a part of this special day and for helping the children.

Our Summer Picnic Event is in a few weeks and will include Continuing Education, Food, Cornhole, and Music by Rudy and The Professionals. Come and join in the Fun on Friday August 21<sup>st</sup> at McMenemy's Back Patio Area. The 1 Hour Continuing Ed Class will begin at 3:30 pm and feature Current Issues with Appraisals and Financing. The panel consists of Attorney Patricia Kearney as Moderator, Fred Estlack and Harry Britt - Appraisers, Doug Bitner - FHA Products & First Time Homebuyers, and Jim Ditch - Buyer Incentives & Stimulus Package. The picnic will start at 5:00 pm and the cost is \$14.00. Be sure to get signed up at your office and get your cornhole teams together. There will be prizes! This is a Summer Mixer Event for both WABOR and YCAR members.

Have you made a donation to Ohio RPAC yet in 2009? We will be celebrating and recognizing those Board members who have stepped up to the plate to support their local Realtor's Political Action Committee and have made their best investment in real estate.

Our RPAC Recognition Event will be held in November and all donators will be honored for keeping our Board on pace for 2009. Remember real estate is local and if you're in the business then politics is your business.

Many exciting events, programs, projects, and opportunities are evolving at the Board office. Your Officers and Directors, as well as Executive Office and Assistant, and all Committee Chairmen and members, are working very hard to implement the many goals, objectives, and mission of the Warren Area Board of Realtors. Think about getting involved with your professional trade organization by serving on a committee.

Have you made your reservation to attend The Ohio Association of Realtors 99<sup>th</sup> Annual Convention and Expo to be held September 20<sup>th</sup> -23<sup>rd</sup> at the downtown Columbus Convention Center and Hyatt Regency Columbus? The Theme this year is SURVIVOR and you will have the opportunity to network with peers from across the state, advance your profession by attending numerous continuing education sessions, and enjoy The Capitol Steps Performance. Your Board Officers will be there in full force attending meetings and letting your voice be heard. Go to [www. Ohiorealtor.org](http://www.Ohiorealtor.org) for all the details.

Renewal Fees will increase this fall for real estate licensees and brokers. This marks the first increase since 1994. The fees will increase to \$49.00 annually (from \$39) for salespersons and to \$60.00 (from \$49) for brokers. Please take note that the renewal notice you receive from the Division of Real Estate 60 days in advance of your deadline will indicate the appropriate fee that you will need to pay. You can refer and check your renewal date that is anticipated around early October at [www.com.ohio.gov/real/](http://www.com.ohio.gov/real/) to answer any questions.

Please take a minute to read about our "Vital Piece of the Puzzle" for the month of August, Jessie Scott, and all she constantly and consistently does for our profession, our Board, and for our community and to Jack Lorenzetti of American Land Title for being the Valued Affiliate of the Month and for all he contributes to our profession and to our Board.

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

*In Friendship, Julie V.*

See more photos of the golf outing at [www.wabor.org](http://www.wabor.org)



## Housing Stats – June 2009

### Housing Stats – June 2009

Existing home sales in Trumbull County including single family homes and condos for the month of June saw a great increase to 154 units sold from a pace of 117 units in May 2009. This is slightly below the 166 units level posted in June 2008. The average sold price for June was \$74,595 compared to the May average of \$82,674. June 2008 had a substantially higher average sold price of \$97,425. The average market time or days on the market for June 2009 is 104 days versus 134 days in June 2008.

Existing homes sales in Mahoning County including single family homes and condos for the month of June saw a sizable increase of 190 units sold from a pace of 157 units in May 2009, but largely below the 219 units sold in June 2008. The average sold price for June came in a \$98,013 compared to May's average of \$93,059, while June 2008 average sold price stabilized at \$97,827. Average market time for June 2009 was 127 days versus 117 days in June 2008.

Existing home sales in Columbiana County including single family homes and condos for the month of June realized a sizable increase to 54 units from a pace of 37 units sold in May 2009. This is greatly below the 91 units sold in June 2008. The average sold price for June 2009 was \$95,635 compared to \$99,431 in May 2009. June 2008 had a slightly lower average sold price of \$90,987. The average market time was 124 days for June 2009 versus 116 days in May 2008.

## REALTORS...A Vital Piece of the Puzzle

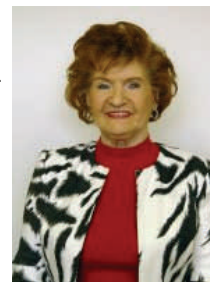
Jessie Scott, Broker of Scott Realty has been involved with Local, State and National Realtors® Associations and attended conferences for over 30 years.

At the Local level, Jessie has served as a Director, Officer and Committee Chair over the years. In addition, she has been a member of several committees including Professional Standards and Grievance, Legislative and many others. She developed and implemented the first Orientation for the Local Board. She has served as Ex-Officio Director for many years. She holds the prestigious Distinguished Service Award from the Ohio Association of Realtors for her many years of service to the Realtor profession.

Her involvement in the Ohio Association of Realtors® includes serving on RPAC, Communications, Long Range Planning, Education, Policy and GRI Instructor Review Committees as well as others.

Jessie has been instrumental in influencing policy and political affairs in Washington since the early 1980's. She was appointed by NAR president to the position of Federal Political Coordinator for Congressman Tim Ryan for three terms.

We are proud and honored to share membership in the Warren Area Board of Realtors with Jessie Scott.



## WABOR

### Board of Director Actions At the July 9 meeting:

Accepted Gerald Kruest & Richard Thomas as new agents

Approved purchase of new front door for WABOR office

Approved extra hours for Robin to do outside clean up at WABOR office

# 2009 Affiliate Membership

**Show our Affiliates you appreciate them by using them for all you business needs.**

## 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



## TITLE COMPANIES

American Land Title Agency  
American Midwest Mortgage  
Bauman Land Title  
Grove Title & Escrow Agency  
Hunter-Stevens Land Title Agency  
Midland Title Security Agency  
Schubert Title 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

## 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



## LENDERS

American Midwest Mortgage  
Cortland Savings & Banking  
Creekside 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



## INDUSTRY RELATED SERVICES

A C Services  
Affordable Removals  
All Electric  
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.



***PLEASE KEEP OUR MEN AND WOMEN IN SERVICE IN YOUR RAYERS .***

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  
Senior Chief Jerry Ring, son-in-law of Ruth West  
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, close friend of Karen Jones at WABOR

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](mailto:tmickeyhouse@gmail.com)

## GET WELL WISHES and SYMPATHY

Mary Ewing is doing well after knee surgery and is on vacation recuperating.

Barbara Setting has received a very good report from her Doctor. Hurray!

Patti Augustine is scheduled for sinus surgery on July 10th.

JoAnn Ude is in need of our prayers as she has been diagnosed with cancer and faces years of treatments.

Our heartfelt sympathy goes out to Al Wevers as he recently lost his father.

# 2010 Slate of Officers

*President - Steve Ferree*

Northwood Realty

*President Elect – Andrea Lupton*

Northwood Realty

*Past President - Julie Vugrinovich*

Howard Hanna Real Estate

*Treasurer – George Reed*

Principi Realty

Director Positions

*Paula Lazzari*

*Jayne Fenstermaker*

3 Year Term

*Cheryl Stevens*

1 Year Term

*Nikki Sullivan*

2 Year Term

**One Board of Directors Term Available – Three (3) Year Term. Please contact the Board Office with your Letter of Interest by [Monday, August 24, 2009.](#)**

In accordance with WABOR Policy and Bylaws, the above listed individuals have been presented to the Nominating Committee and approved by the Board of Directors for 2010 Officer and Director positions. In compliance with policy, the names are presented to the membership at least 30 days prior to the election. The Election will be held at our General Membership Meeting and Dinner on September, 15, 2009 at Avalon Inn. Election of Officers will be by ballot, cast in person. Absentee ballots will be available five (5) business days prior to the election and must be claimed at the Board office.

Additional candidates may be placed on the ballot by submitting a petition to the Executive Officer consisting of a least 5 Realtor member signatures along with a letter from the nominee stating he/she will serve if elected. It must be presented within ten (10) days from the date of the recommendations having been presented in this newsletter.

# Congratulations

## Congratulations, Robin

Congrats on a job well done go out to Robin Goodwin, Administrative Assistant for WABOR who recently received his Associates Degree in Business Computer Applications from Trumbull Business College with honors.



Best wishes to you, Robin, from the Directors, Officers and Realtor and Affiliate Members



## Notes from the WABOR Office

Please check out the newest section of our Website. All Realtor associated forms are located there along with our birthday list, Community Clipboard and some new pages called "Realtor's Swap Corner" and "Realtor/Broker Open Houses". Items for submission to these pages must be emailed to the WABOR office for posting.



To access these pages, you will need to become a registered user by clicking on the Registered User Login tab on the home page. Follow the instructions for creating your login and once we receive your request, we will okay you as a member registered user and you will then have access to all these pages and information.



## AFFILIATE APPRECIATION

American Land Title Agency, Inc., is a full service real estate title and escrow company located at 815 Youngstown-Warren Road, Suite 2, Niles, Ohio 44446.

The company is operated by Attorney Jack C. Lorenzetti, Jr., who specializes in real estate and title transactions and has an extensive real estate background. It is staffed with three escrow officers, two title processors and a full complement of abstractors and secretarial staff. Attorney Lorenzetti prides himself in a successful history of offering personal, efficient and expeditious service to commercial and residential real estate customers and lenders.

The offices are fully automated featuring the most advanced computer technology, enabling it to render all real estate related services with speed and efficiency. The insuring underwriter is First American Title Insurance Company. American Land Title Agency, Inc., is a member in good standing of the Warren Area Board of Realtors and the Ohio Land Title Association.

We are committed to the principle that we are in the business and profession of servicing your customers; and to that end, we extend our business hours for closings to accommodate the schedules of all parties involved and to eliminate the need for your customers to miss work. Closings and appointments are regularly scheduled Monday through Friday, 8:00 a.m. to 8:00 p.m. and Saturday, 8:00 a.m. to 3:00 p.m. Our philosophy is that we will never allow a buyer or seller to miss work or any other event to close a transaction. We make ourselves available at their convenience.

Attorney Jack Lorenzetti has been specializing in real estate title work for the past 27 years. He is a graduate of the University of Cincinnati and the University of Notre Dame Law School. He is a member of the Trumbull County Bar Association, and is licensed as an attorney in both Ohio and in Florida. Attorney Lorenzetti was previously an Adjunct Professor of Real Estate Law at Kent State University Trumbull Branch from 1985 through 1994. He has also been an authoritative guest speaker for numerous real estate seminars and various Board of Realtors functions.