

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

**REALTOR® UPDATE**

**December 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 ~

November was a busy month full of fun and exciting meetings and events. Our Board hosted a **Past President's and Broker's Breakfast** where the 2009 Officers gave individual reports and updates regarding current Board business and reviewed the budget, strategic plan, and community outreach of programs/projects for 2010. Many thanks to those who attended and made their voice, concerns, and suggestions heard – Dom & Bernie Marino, Marlin Palich, Steve Ferreebe, Merrilyn McCallister, Cheryl Stevens, Carol Sole, Andrea Lupton, Dan & Darlene Mink-Crouse, Jim Pirko, William Zamarelli, George Reed, and David Zamarelli. Thank you for all you do to advocate for our wonderful profession. As members of our Board, you can look forward to a lot of changes and a great strategic plan in 2010.



Our **United Way Campaign** has officially wrapped up and I would like to sincerely thank wonderful Affiliate member Pat Ballantine of South Park Title Agency for being our WABOR Chairman this year. She worked very hard to create awareness and to reach out to our members and into the community to make a big impact on helping others through the many United Way Agencies. Pat took time out of her busy schedule and visited many of our member's offices. She graciously donated and delivered a variety of "treat bags" to help add to our Board's "overall giving" this year. Thank you to each individual and all offices who contributed towards our 2009 Campaign this year, and more importantly, thank you for helping to improve the lives of many in Trumbull County.

Here's to another successful year going down in history for the Warren Area Board of Realtors®, despite tough economic conditions and trends, high unemployment rates, business closing and down sizing, major General Motors layoffs, as well as the scope of everything else going on in our country and community. Members of the Warren Area Board of Realtors® continued to remain positive in 2009 and rallied around every great aspect of our area, supported local businesses, and promoted and took advantage of the 1<sup>st</sup> time homebuyer tax credit. We worked together to create a positive image in which to live and work and made the American Dream of Homeownership a reality, even though every deal we put together was a challenge. We launched the [www.CometoWarren.com](http://www.CometoWarren.com) website and made this long term investment to showcase our great area based on affordability factors and cost of living, as well as promoting the numerous amenities, venues, healthcare, housing, and events, and encouraged people to relocate here.

It was my goal as President to strive to promote our board public relations and community outreach, as well as the image of the REALTOR in our community by working more "hands on" with many worthwhile programs and projects and my Theme of **REALTORS ~ A Vital Piece of the Puzzle** reflected this throughout the year in many aspects. Both Realtor and Affiliate members were honored and recognized for their expertise in our business and for being active and involved in our community.

Our Board's overall community outreach spanned many facets and avenues this year and members were very successful in assisting numerous organizations, both monetarily and hands on, such as The American Cancer Society, The Warren Family Mission, Someplace Safe Domestic Violence Shelter, Habitat For Humanity, The American Heart Association, and The Trumbull County Animal Welfare League Shelter to name a few. We also joined forces to reach out and touch the lives of many children at Northeast Ohio Adoption Services, assisted with the ADA Accessible VIP Playground Build, and collected much needed items to be shipped to our troops serving overseas.



I would like to personally thank all of the 2009 Committee Chairmen for their time and commitment to making The Warren Area Board of Realtors® the strong and steady organization that it is. Thank you for your leadership, direction, and for helping to make 2009 very successful and for supporting me as your President. Please know that you've made a huge difference and that your dedication and time is greatly appreciated.

I would also like to thank each Affiliate member of our organization for your commitment to The Warren Area Board of Realtors® and for all of your help and support with our Board meetings and events. Your partnership is priceless, and as Realtors, we truly value your friendship and the scope of services you provide.

To the wonderful and precise decision making Executive Committee and Board of Directors ~ Our organization is only as effective as the people who lead in making all the important decisions and truly get involved. It is because of your time and commitment to The Warren Area Board of Realtors® that we have accomplished so much over the last year. I couldn't have done it without you. Thank you to Andrea Lupton, Past President, Steve Ferree, incoming President, and to Dan Crouse, Treasurer. Special thanks to Ex Officio Directors Jessie Scott and Fran Cunningham, who always bring such a wealth of knowledge to the table. Thank you to Directors Merrilyn McCallister, Jim Pirko, Paula Lazzari, George Reed, Janice Stevens, Mary Ewing, David Zamarelli, Darlene Mink-Crouse, and to Doug Bitner, our Affiliate Director. Together we accomplished more.

We have evolved tremendously as a Board and I feel this has been made possible by the consistency of our Executive Officer Karen Jones. She has a difficult job in dealing with all the multi-personality members on a day-to-day basis, a tremendous amount of bookkeeping and paperwork, committee work, and keeping everything at the Board office running in proper order. She fills a tall order and handles it professionally and in stride. I would like to thank her for her help and assistance in making my year as President a little easier and less hectic. Karen has been instrumental in creating our new website and many cost savings measures that have been implemented at our Board office from cutting utility expenses, to Going Green, to using social networking via the computer to keep members informed, to putting all forms in PDF format and online, to many other items that have saved our Board office tons of money.

I would also like to thank and recognize our talented Office Assistant, Robin Goodwin, who joined our team this year and has been a true asset in many ways. Robin assists Karen, as well as our members, and is our Supra Locksmith. He has been very instrumental in creating our new website and has been a huge help with the wonderful new exterior of our Board building from landscaping, to cleaning up, to painting, to you name it, Robin gets it done. I have to extend many thanks to Robin who has laid the groundwork and started up a Young Professionals Network for our Board, which is great networking amongst our members and the community as well. Robin has stepped up to the plate in many ways and we all look forward to growing with him.

It has been a true honor and a privilege to serve as the 90<sup>th</sup> and 95<sup>th</sup> President of the The Warren Area Board of Realtors® and I thank you for this wonderful opportunity to lead our membership. Congratulations to our incoming officers and directors and to Steve Ferree on a very productive and successful 2010 as President. Here's to Ohio's housing market continuing to strive and thrive in 2010!

In Realtor Pride and Friendship, Julie Vugrinovich



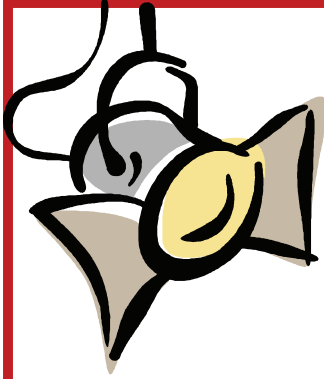
RPAC Brunch held at the Trumbull Country Club on November 12, 2009



Installation 2010



Brokers and Past Presidents Breakfast held at the Mocha House on November 6, 2009



## AFFILIATE SPOTLIGHT—

Cody's Lawn Service, LLC specializes in mowing, mulch, leaf removal, snow plowing, tree removal and trimming. We also do odd jobs. If you need something done call us we may be able to help you or refer you to someone. Our client base ranges from large condo associations to single dwelling residential homes. We cover Trumbull County and will travel for larger jobs.

We are looking for opportunities to work for realtors in preparing vacant, re-possessed and neglected properties for resale. This would include contents removal, general cleaning and sprucing up the outside. My eye for detail and your knowledge of selling make an excellent combination.

My first desire to have a lawn business started at the age of twelve. I had a small mower and a few clients. I went on to college and got a business management degree from Kent State University. After working in unfulfilling jobs I gravitated back to lawn care. Currently, Cody's Lawn Service has been in business for 6 years. We service over 200 clients weekly. The love and support of my wife and two small children help keep our business running strong.

Thank you for taking the time to get to know Cody's Lawn Service, LLC. We look forward to working with you in the future. Give us a call anytime 330-766-3676.

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

I am a lifelong resident of Trumbull County and Realtor for almost 10 years. I enjoy the Real Estate business...working with, helping and meeting new people. I take pride in my business and hold a high standard of ethics.

My years of experience, from running our own print shop in downtown Warren to Administrative Assistant in a growing company, have given me the knowledge needed to run my own business. I've learned a lot of dos and don'ts about how to treat people. I've also gained much personal experience from teaching swimming at the YWCA of Warren to providing child care in my own home many moons ago. Outside of Real Estate, I enjoy staying active and keeping healthy by going to the gym, bike riding, swimming and snow skiing.

I am happily married to my husband, Sean Bernard. We enjoy our home in Warren and like to go on vacations. I am the proud mother of daughter, Kelly McCracken...she is a singer/songwriter for The Kellys and is employed at Alberini's.

I love my family, cherish my friends, respect my clients and coworkers and appreciate all of the above.

Pam Politsky

330-372-1845

330-716-5053

Northwood Realty Services

The Kellys Manager [www.thekellysmusic.com](http://www.thekellysmusic.com)



# 2009 Affiliate Membership

Please see our website at  
[www.wabor.org](http://www.wabor.org) for Affiliate brochures,  
contact information, email and phone  
numbers

## 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

## 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  
Richard A. Miller

## 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

## Our newest Affiliates

Welcome to:

Dimitri Aggelis  
Aggelis Insurance Center  
&  
Richard Miller 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



## AUCTIONEERS

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

## 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

**IF YOU HAVE NOT SIGNED UP TO ATTEND OUR AFFILIATE APPRECIATION NIGHT AT THE FIFTH SEASON ON ROUTE 46 IN MINERAL RIDGE DEC 11th, 6PM to 9PM THERE IS STILL TIME. CALL THE WABOR OFFICE AT 330-394-4001 TO LET US KNOW YOU ARE COMING. THIS IS A FREE EVENT AND A TIME TO GET TO KNOW OUR AFFILIATE MEMBERS.**

## **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, returning to Iraq in Jan. A close friend of Karen Jones

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)



### **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.**

## **Notes from the WABOR Office**

Many of our dues have been collected. If you have not paid yours, please remember that our policy manual states that dues not paid by December 31 will be assessed a late charge of \$50.00 the first work day in January.

You may remember that NAR recently had a Call To Action requesting Realtors contact their federal officials requesting them to vote in favor of extending the tax credit for new home buyers. The numbers are in and Ohio saw an 11% participation rate with 3270 Realtor members getting involved in the 'Call'. A 70 page email listed all those who participated and as I perused the list, I was surprised to see so few from our Board participated. I would like to thank those who did participate as everyone will benefit from your efforts. Keep up the good work and encourage your peers to get involved. As we often hear, "If you are a Realtor then politics is your business".

Robin is now a full time employee. He will be handling all member services and learning more of the office procedures. Beginning January 1, 2010, I will be working part time and will remain the Executive Officer. It has become evident that our members need someone here full time with a superior knowledge of Supra and NEOHREX and that person is Robin. He will begin to learn our accounting and other functions now handled by the Executive Officer with the idea that when I am ready to retire, the transition will go smoothly.