

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

REALTOR® UPDATE

FEBRUARY 2008



WABOR

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REALTOR® UPDATE

From the President's Desk ~ ~

ANDREA LUPTON

WARREN

REALTOR®



2008 OFFICERS

EXECUTIVE COMMITTEE

PRESIDENT

ANDREA LUPTON

PRESIDENT-ELECT

JULIE VUGRINOVICH

TREASURER

BARBARA SETTING

PAST PRESIDENT

DAN CROUSE

DIRECTORS

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DARLENE CAVALIERE
MARY EWING
SANDRA JEWEL
ETHIL LATIL
MERRILYN McCALLISTER
GEORGE REED

AFFILIATE DIRECTOR

JOE MILLER

EX-OFFICIO

FRAN CUNNINGHAM-DSA
JESSIE SCOTT-DSA

First I would like to thank **Pat Kearney with Title Professionals and Tracy Miller with the Growth Coach** for speaking at our January luncheon. The food and fellowship was great and we all learned a little about how to set goals and how to work with foreclosures and short sales. Pat is currently working on a CE approved class for short sales and foreclosures.

This month **Adrian Biviano, Trumbull County Auditor**, will be providing our continuing education. Watch for a sign up sheet or just email the WABOR office with your RSVP.

Each month I will be presenting you with an "opportunity thought" for the month. Hopefully this will help to grow your business or just give you a fresh idea. You will also see stats each month. I feel this is invaluable to our membership. Our clients are expecting us to know more about the market. Remember the nationally advertised figures are not necessarily a good representation of what is happening in our local market. **REAL ESTATE IS LOCAL!**

President's "Opportunity Thought" of the Month

When you adopt the principle of "taking care of the little things," success will soon follow.

A popular saying in today's business environment is "Don't sweat the small stuff." If we miss out on a deal, we shrug it off; if we lose a client...well, they were too much trouble anyway. Unfortunately, if we allow this attitude to fester, small losses turn into big problems, and our business will suffer.

A contrary principle to "don't sweat the small stuff" is "take care of the little things, and the big things will take care of themselves." When small losses are not acceptable—when we attend to things at the first sign of trouble and don't give up until the problem is solved – those small losses don't have a chance to grow.

Take action today. Call a client you've lost and win him/her back. Look again to find that missing inventory. Call one more time. When you adopt the principle of "taking care of the little things," success will soon follow.

Stats Locally for 2007

Existing-home sales in Trumbull County – including single-family, and condominiums– slipped to 104 units in December from a pace of 127 in November, below the 150-unit level in December 2006. For all of 2007 there were 1,892 existing-home sales, locally the fifth highest year on record; however, the total was below the 2,065 transactions recorded in 2006, but above the 2001 with 1,824 units recorded that year.

Our average sold price for 2007 was \$91,510, but with 358 units under \$30,000. Compare to 2006 when the average sold price was \$100,208 with only 233 units under \$30,000. From this data we can see that the increase in sales under \$30,000 has contributed to the decline in the average sold price.

We have also seen an increase in cash sales, in December 2007 cash sales recorded 448, up from December '06 recorded 368. Some home owners may tend to accept a lower price when buyers pay cash and can close in a shorter period of time.

Andrea L. Lupton
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REALTORS AND AFFILIATES

A VALUED FRIENDSHIP

SCHUBERT TITLE AGENCY, INC.

138 E. Market Street

Warren, Ohio 44481

Phone: 330-399-5469 Fax: 330-399-1468

I would like to take this opportunity to introduce you to *Schubert Title Agency, Inc.* of Warren, Ohio.

Schubert Title Agency, Inc. has been serving the Trumbull, Mahoning, Ashtabula, Columbiana and Portage Counties for over 30 years. Schubert Title Agency, Inc. is an authorized Agent for Ohio Bar Title Insurance Company [a First American Company] who has earned industry-wide respect for the precise and expert preparation of Title Policies.

Schubert Title Agency, Inc. offers a complete range of services to meet your Real Estate needs. We provide Purchase Agreements, Deeds, Land Contracts, Title Examinations, Title Guarantees and Title Insurance including survey and other endorsements, escrow closings and septic escrow.

As a service to Realtors, we will provide assistance in preparing purchase agreements on complex residential and commercial transactions at NO CHARGE. We are also available to answer their legal questions free of charge.

Our staff, headed by Kym A. Battison, truly understands that timely, accurate and friendly performance is crucial to all parties involved in every transaction. We provide fast, efficient and reliable services to individuals, Mortgage Lenders and Realtors, and our fees are generally less than other local Title Agencies.

We would appreciate the opportunity to service your title needs in the future.

THOMAS E. SCHUBERT, J.D.

CEO - Schubert Title Agency, Inc.

Past President - Trumbull County Land Title Association

NEWS FLASHES FROM THE WABOR OFFICE!

RPAC—At the February Luncheon we are going to start a new tradition at WABOR. We are asking you to volunteer to make your check out for an extra \$5.00 to donate to RPAC. We will try this for a couple of meetings to see how it goes and will keep you updated.

From American Home Week Committee— Keep in mind restored homes for the Medallion Award and buildings for the Community Pride Award. If you have suggestions or homes you want to submit, contact Beverly Petrosky at Coldwell Banker or Lena Pilgrim at Century 21. This committee is working very hard to make our celebration of American Home Week a great success. They have some new and interesting ideas and you might want to come to the next meeting on February 7th at 9:30 here in the Board Office to find out what is happening with them.

Trade Show Committee—The Trade Show committee met in January and decided on the theme "**THINK GREEN**" submitted by Beverly Petrosky. Green and white will be the colors they plan to use. Information has been mailed to our affiliates and others who have expressed an interest. The Trade Show will be March 18th this year at Packard Music Hall. We are still looking for a few good volunteers to help with this committee—DON'T WAIT TO BE ASKED-VOLUNTEER! The next meeting is February 6th at 1:30 here in the Board Office.

Continuing Education—*UPDATE*—There will be a 1-hour continuing education at the February luncheon which will be at Di Lucia's. Watch for the sign up sheet in your office. The information will also be emailed to each of you.

FOR THOSE WHO NEED THE NAR CODE OF ETHICS THIS YEAR (and my understanding is that everyone needs it by the end of 2008) - it will be taught at the Trade Show on March 18 by Alec Hagerty. This will be a different class than was held at the last Trade Show.

If you are having events in your office that you would like us to promote in this newsletter, please let us know. We are here to help you in any way we can!

As you can see, our committees have already been very busy. If you didn't sign up for a committee and would like to help, please call us here at the office and we will see that the committee chair knows of your interest. We can always use help with the Trade Show, RPAC Auction, Golf Outing, and Picnic. These are fun events but also take a lot of people to make them work. It is good to have new people who have new and original ideas to serve on these committees. And we do have fun along with our work!

HOME BUILDERS/REMODELERS ASSOCIATION 2008 Coming Events

House Construction as a Selling Tool—February 5 & 6—HBA Office—12-hour CE

Award of Excellence Presentation Dinner—Tuesday, February 26th—The Georgetown on South Avenue in Boardman. Cost is \$35.00 per person. Send reservations to josh@hbamv.org by February 19th. Hors d'oeuvres, cash bar & silent auction at 5:30; buffet dinner at 6:15; Awards Program at 7:15.

HBA Home & Garden Show—April 11, 12 & 13—The Valley's original and best home show of the year. More information will be available in the next newsletter.

Call Joshua Aikens at 330-965-9779 x 404 for more information.

Specialist Joshua Nutt-serving in Iraq, son of Janice Nutt-Countrywide Home Mortgage, reports that Joshua arrived in Texas as of November 29th. Welcome home Joshua!

Pfc. David Mickey, son of Trudy Mickey-Coldwell Banker First Place, reports that David was sent back to Alaska to join his unit & return to duty. While home for the holidays, David had to have emergency surgery for removal of shrapnel.

Sgt. Merle Sullivan, son of Ruth West-Mgr. Warren Area Board of Realtors is serving with the Army in Afghanistan and has just received an extension of duty.

Senior Chief Jerry Ring, son-in-law of Ruth West, is now at his home base in California, after many months at sea.



**GOD BLESS AMERICA
AND OUR MEN &
WOMEN IN SERVICE**

NEW APPLICATIONS ON FILE

The following licensees/companies have submitted their application to WABOR for active membership. As required in Article V Section 3(a) of WABOR Bylaws, REALTOR® members are hereby notified of these applications and invited to submit written comment thereon. Any objections to the approval of an application must be based upon lack of qualifications set forth in the WABOR Bylaws.

New Sales Applications

Alfred Wevers -Howard Hanna Co.

New Affiliate Applications

NONE

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

FEBRUARY 2008

2/4	Landlord/Tenant Obligations 6-9 PM Mink Seminars	\$25 330-856-5700
2/11	Advanced Real Estate Financing 6-9 PM Mink Seminars	\$25 330-856-5700
2/25	Safety in Real Estate Noon-3 PM Mink Seminars	\$25 330-856-5700

MARCH 2008

3/3	New Construction 6-9 PM Mink Seminars	\$25 330-856-5700
3/10	Civil Rights (Ohio Required Course) 6-9 PM Mink Seminars	\$25 330-856-5700
3/31	Way To Lose Your License (Core Law Required) Noon-3 PM Mink Seminars	\$25 330-856-5700

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 !

ATTENTION MEMBERS

The Board Office is now able to take credit cards for forms, dinners, dues, etc. A 3% SERVICE CHARGE WILL APPLY!

WE CANNOT TAKE CREDIT CARDS FOR THE CRIS APPLICATION FEE. THAT STILL MUST BE PAID BY CHECK.

WE NEED YOUR HELP !!

AGENTS IF YOU HAVE A CHANGE OF ADDRESS, PHONE NUMBER, CELL PHONE NUMBER OR E-MAIL ADDRESS, PLEASE FAX A CHANGE FORM TO THE WABOR OFFICE SO THAT WE CAN MAKE THE CHANGES. WE NEED TO KEEP OUR RECORDS UPDATED.

THANK YOU FOR YOUR CO-OPERATION, IT WILL BE GREATLY APPRECIATED.

Case #6-4: Acceptance of Rebates from Contractors (Revised Case #16-4 May, 1988. Transferred to Article 6 November, 1994)

Realtor® A, who managed a 30-year old apartment building for Client B, proposed a complete modernization plan for the building, obtained Client B's approval, and carried out the work. Shortly after completion of the work, Client B filed a complaint with the Board of Realtors® charging Realtor® A with unethical conduct for receiving rebates or "kickbacks" from the contractors who did the work.

At the hearing, Client B presented written statements from the contractors to substantiate his charges.

Realtor® A defended himself by stating that he had carried out all work involving the preparation of specifications, solicitation of bids, negotiations with the contractors, scheduling work, and supervising the improvement program; that he had presented all bids to the owner who had authorized acceptance of the most favorable bids; and that he and Client B had agreed on an appropriate fee for this service.

Realtor® A also presented comparative data to show that Client B had received good value for his money.

After all of the contracts were signed and the work was under way, Realtor® A found that his fee was inadequate for the time the work required; that he needed additional compensation but didn't want to add to his client's costs; and that when he explained his predicament to the contractors and asked for moderate rebates, they agreed.

Questioning by panel members revealed that the contractors felt that since they were being asked for rebates by the man who would supervise their work, they felt that they had no choice but to agree.

The Hearing Panel concluded that Realtor® A was in violation of Article 6 of the Code of Ethics and that if he had miscalculated his fee with Client B, his only legitimate recourse would have been to renegotiate this fee with Client B.

2008 Community Projects

Please remember to drop off at WABOR your old cell phones to give to Someplace Safe Shelter along with any old eye glasses lying around to donate to the Lions Club. Any small toiletry items such as soaps, shampoos, lotions, Kleenex, and paper towels would also be appreciated to be donated. Can Tabs for the Ronald McDonald House Charities.



WABOR Board of Director Actions

At the January 10, 2008 meeting of the Warren Area Board of REALTORS®, the following items were approved and/or discussed:

- Installed members who had not been able to attend the Installation in December
- The Financial Report was accepted.
- Heard update on CRIS
- Update on new and changes in laws affecting REALTORS®
- Discussed Professional Standards training

If you have any questions, please call an officer, director or staff member.

WABOR EVENTS-2008

February 6th—1:30 Trade Show Meeting

February 7th—9:30 American Home Week Meeting

February 14th—8:30 Board of Directors Meeting

February 19th—Luncheon & 1-hour CE— Di Lucia's

February 22nd—1-4:30 Professional Standards Training

WABOR Staff

Ruth West—Office Manager

Ruthie Wilson—Administrative Assistant



**CALL THE RIGHT
NUMBERS FOR ANSWERS**

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

Use this number if your SUPRA key malfunctions.

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

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

**HAPPY FEBRUARY
BIRTHDAY**



- | | |
|--------------------------|------------------------|
| 1 William Zamarelli | Wm. Zamarelli, Inc. |
| 3 Beatrice Parker | Altobelli Real Estate |
| 4 Robert Groom | Stevens & Assoc., Inc |
| 4 Barbara Gleason | Stevens & Assoc., Inc. |
| 5 Mark Sawyer | Wm. Zamarelli, Inc. |
| 6 Kimberly Ross | Altobelli Real Estate |
| 9 Pauline Kurtz | Zamarelli RE, Inc. |
| 9 Platt, Mark | Eaton Group/GMAC |
| 10 George Basista | Bass Home Inspection |
| 10 Denise Craciun | Stevens & Assoc., Inc. |
| 13 Jonathan Price | Sails Realty |
| 14 Patricia Kuszmaul | Wm. Zamarelli, Inc. |
| 16 Harry Pissini | Wm. Zamarelli, Inc. |
| 16 Maurice Skiffey | Skiffey Realty |
| 17 Katrina Chambers | Altobelli Real Estate |
| 17 Anthony Pitoscia | O'Brien Real Estate |
| 21 Otis Davis | Sails Realty |
| 22 Trudy Mickey | CB First Place RE |
| 22 Janet Zangara | CB First Place RE |
| 23 Elaine Hofmann | CB First Place RE |
| 24 Andrea Hovance | CB First Place RE |
| 24 Nancy Stauffer | Wm. Zamarelli, Inc. |
| 25 Jody Sova | Eaton Group/GMAC |
| 25 Amy Zamarelli | Zamarelli RE, Inc. |
| 25 Suzanna Zamarelli | Wm. Zamarelli, Inc. |
| 28 Janice Kaszonyi-Rokus | Century 21 Prestige |

Lois Snelson wants everyone to know how much she appreciates your prayers, cards, gifts and phone calls. She has finished her Chemo treatments and will be operated on February 29th. She asks for your continued prayers.

Our deepest sympathy to the family of Donald Traichal and the employees of Plant Industrial Advertising. Mr. Traichal was the owner of the company.

Our deepest sympathy to the family of Curt Misik, of Century 21 Prestige, who passed away suddenly January 29th.

If you know of a Realtor or Affiliate that needs our best wishes, or condolences please call the WABOR office with the information.

330-394-4001

