

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

REALTOR® UPDATE

July 2009



WABOR

Phone: (330) 394-4001

Fax: (330) 394-4006

Email Karen at karenj@wabor.org

Email Robin at robinlg@wabor.org

Website: www.wabor.org



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

From the President's Desk – Julie Vugrinovich, ABR

Dear WABOR Members,

Wishing you and your family a **Happy 4th of July!** Get out and celebrate the wonderful independence and freedom of the United States, which marks this national holiday commemorating the adoption of the Declaration of Independence on July 4, 1776. Enjoy the fireworks and being with family and friends!

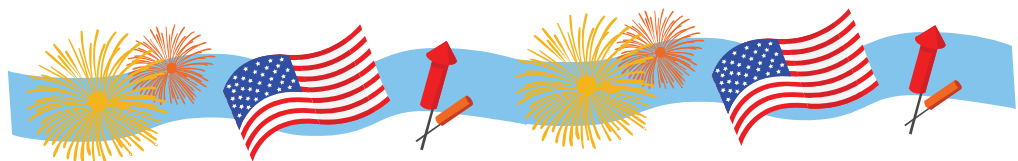
Mark your calendars now and make plans to attend The Warren Area Board of Realtors **7th Annual Golf Outing to be held on Friday, July 17th at Pine Lakes Golf Course** to benefit **Northeast Ohio Adoption Services**. Hole sponsors, golfers, and door prizes are needed as well as your help to make a difference in the life of a child transitioning in foster care and awaiting adoption. Cost for a foursome is \$300, Individual is \$75, and only \$30 for a delicious BBQ Chicken and Ribs dinner. Your cost includes 18 holes of golf and cart, lunch and dinner, door prizes, and entertainment by a local band. Join us for registration and breakfast at 8:30 AM and shotgun start at 10:00 AM. Call the Board office at 330-394-4001 with questions and to register. Donations can also be made to Northeast Ohio Adoption Services to help with our cause this year. Your help is greatly appreciated.

There will be a **Past President's and Brokers Breakfast on July 10th** starting at 8:30 AM at the Mocha House. Please call the Board office to make your reservation to catch up on all the latest news and happenings affiliated with our board, as well as updates on federal, state, and local legislature and industry related issues. Many exciting things are planned for this event and your attendance and feedback is vital to our membership. 2009 has certainly not been a boring year in the real estate industry. There is a lot going on in our country that directly affects what's happening in our community.

You should have received your **2009 NAR Membership Kit** in the mail recently with a personal note from me as your President. This year's kit includes an updated **Member Reference Guide** highlighting the thousands of free programs and services NAR offers to help you. Your new guide also includes your personalized membership ID card. Please take the time to review the wealth, tools, and resources available at your fingertips.

RPAC donations are still being collected for the 2009 Warren Area Board of Realtors Goal and we will continue to hold mini-fundraisers for contributions over the next couple months, both at our upcoming golf outing and summer picnic. Donations can be made through October 2009. **Your RPAC dollars are at work this year protecting the real estate profession and Ohio's property owners. If you are in real estate, politics is your business! Make it your business.**

**WABOR Deal of the Month - 4 Supra Lockboxes for
\$100.00 through July 31st.
Stop In and Get Yours Now!**



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

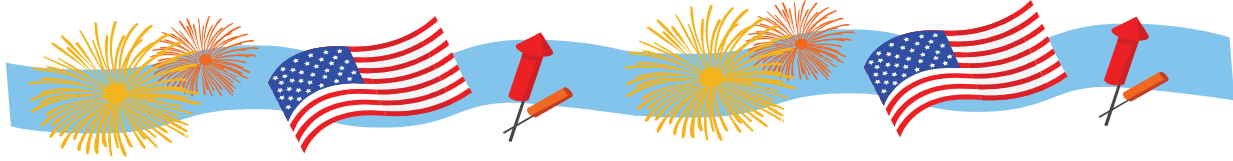
EX-OFFICIO

**FRAN CUNNINGHAM-DSA
JESSIE SCOTT-DSA**



Come and Network with the Finest and get caught up on your Continuing Education at the **WABOR Summer Picnic Event** that will be held on **Friday, August 21st** at McMenemy's Back Patio Area, complete with a Live Band and Cornhole Tournaments.

The CE Class will include **Affiliates of our Board** bringing their knowledge and expertise to the table, as well as the latest news, updates, and resolves.



Have you Gone Green? Are your listings Green yet? Want to Know How to Go Green and Why You Should? The Green Movement started back in the 1960's and 70's when most were not particularly conscious of the environment and how quickly it was being destroyed. Today, everything is green, or at least trying to be, from cleaning products to building products to cars. I'm finding more and more consumers and clients I work with are looking to have healthier homes and save money on utility bills. There's no particular green demographic. It spans all generations and cultures. As Realtors, it is not our job to be the green experts, but to have the knowledge and team of experts to help consumers in our area get the answers they need regarding all aspects of green, as well as to provide information that can help our customers and clients in the buying and selling process. Check out **Realtor.org** and search "**green**" or "**smart growth**" for ideas on how to go green in your profession, your office, your house, your neighborhood, and your community. **GO GREEN!!**

YPN Group – Many Thanks to our wonderful **WABOR Office Assistant, Robin Goodwin**, who laid the ground work and started up a **Young Professionals Network** that will be meeting on a monthly basis at different locations. Any one can join and there is no age restriction. Come and join in the networking fun and build your sphere of influence and business contacts! Check out the information on the www.WABOR.org website and on [FACEBOOK.com](https://www.facebook.com) as well.

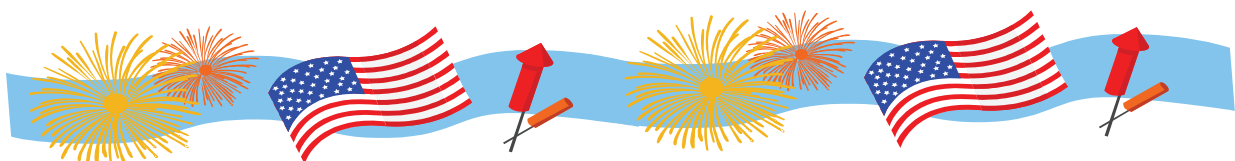
I would like to thank and recognize **the Nominating Committee** for their hard work in reviewing candidates for Office and Director positions for 2010. **Cheryl Stevens** was the Committee Chairman and members included **Merrilyn McCallister, David Zamarelli, Trudy Mickey, Steve Ferrebee, Andrea Lupton, Janice Stevens, Darlene Mink-Crouse, and Jim Pirko**. Thank you to each one of you for your time and dedication to our organization. See the 2010 Slate of Offices and Directors posted in this Newsletter.

The Warren Area Board of Realtors is constantly striving to promote our area and encourage people to relocate here based on affordability factors and cost of living, as well as to promote the great amenities, venues, arts, healthcare, housing, people, and events. As part of a marketing program initiated by our Board, we are very proud to announce the launch and "kick off" of the much anticipated website of www.ComeToWarren.com. Check out this website and direct all of your friends, family, customers, clients, classmates, buyers, sellers, and community contacts to it for a wealth of information.

Here's to the King of Pop Michael Jackson, a Forever "Angel" Farrah Fawcett, Johnny Carson's sidekick Ed McMahon, and to the InfoMercial Man with a Great Motivating Voice, Billy Mays, who was best known for promoting OxiClean and Orange Glo. Life is too short. Live each day.

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

Julie



Housing Stats – May 2009

Existing home sales in Trumbull County including single family homes and condos for the month of May realized a decrease to 117 units sold from a pace of 136 units sold in April 2009. This is considerably below the 175 units level posted in May 2008. The average sold price for May was \$82,674 compared to April average of \$70,948. May 2008 had a slightly higher sold price average of \$85,529. The average market time or days on the market for May 2009 is 114 days with May 2008 market time being 120 days.

Existing home sales in Mahoning County including single family homes and condos for the month of May saw a slight increase to 157 units sold from a pace of 149 units in April 2009, but largely below the 188 units sold in May 2008. The average sold price for May came in at \$93,059, compared to April's average of \$80,154, while May 2008 average was slightly higher at \$94,459. Average market time for May 2009 was 129 days versus 139 days in May 2008.

Existing home sales in Columbiana including single family homes and condos for the month of May saw a sizable decrease to 37 units sold from a pace of 61 units in April 2009. 59 total units were sold in May of 2008. The average sold price for May 2009 was \$99,431 compared to the April average of \$91,311. May 2008 had a slightly higher average of \$115,704. The average market time for May 2009 is 130 days versus 129 days in May 2008.

*The above listed figures were taken from NEOHREX MLS Monthly National Association of Realtors® Statistical Reports.

2010 Proposed Slate of Officers and Directors

President – Steve Ferrebee

President Elect – Andrea Lupton

Past President – Julie Vugrinovich

Treasurer – George Reed

Term vacated by G Reed to be filled by Cheryl Stevens (thru 2010)

Term vacated by P Lazzari to be filled by Niki Sullivan (thru 2011)

Full terms filled by Paula Lazzari and Jayne Fenstermaker

Affiliate Director—Pat Ballantine

One position as a Director is still open for a full term. If you are interested, please submit your name in writing to the WABOR office by Wednesday, July 8, 2009.

The Bylaws of the Warren Area Board of Realtors®, Inc. in Section 5, paragraph c states:

The annual election of Officers and Directors shall be by ballot and shall be cast in person. The ballot shall contain the names of all candidates and the office for which they shall be nominated. The Board of Directors shall designate the time and place of elections. An absentee ballot will be made available upon request as per guidelines established by the Executive Committee and approved by the Board of Directors as stated in the Policy Manual. The Executive Officer or Designee will maintain the integrity of the absentee ballot.

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.



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

| | | |
|-------|---------------------------------------|---------|
| 6/1 | Real Estate and the Internet | 6-9 PM |
| 6/8 | Successful Listing Strategies | 12-3 PM |
| 6/15 | Fair Housing/Diversity in Real Estate | 6-9 PM |
| 6/29 | The MLS Supercharged | 12-3 PM |
| 7/13 | Core Law | 6-9 PM |
| 7/20 | Real Estate Finance in Changing Mkt. | 12-3 PM |
| 9/14 | Real Estate & Taxes | 13-3 PM |
| 9/28 | Safety in Real Estate | 6-9 PM |
| 10/5 | 1031 Tax Exchange | 6-9 PM |
| 10/19 | Ethics | 6-9 PM |
| 10/26 | Buyer Beware | 12-3 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.

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.

HAPPY JULY BIRTHDAY



| | | |
|----|--------------------|----------------------------------|
| 3 | Andrea Partridge | Northwood Realty Services |
| 4 | David Carl | Northwood Realty Services |
| 5 | Michelle Stevens | Stevens & Assoc.Inc.,Realtors |
| 7 | Jacqueline Salvato | William Zamarelli, Inc |
| 9 | Kathryn Mullenax | Stevens & Assoc.Inc.,Realtors |
| 9 | Christina Wickley | Quadco Realty |
| 10 | Patricia McLean | Howard Hanna |
| 13 | Timothy O'Brien | O'Brien Real Estate |
| 13 | George Reed | Principi Realty |
| 15 | Teresa Crew | Action Realty |
| 15 | Patricia DeCavitch | William Zamarelli, Inc |
| 17 | Yvonne Smith | Eaton Group/GMAC |
| 18 | Lena Pilgrim | Howard Hanna Co. |
| 19 | Tamara Candella | Real Living Volpini Realty Group |
| 20 | Jill Anderson | Wm Zamarelli Inc. |
| 20 | Harry Britt | Harry Britt Appraisers |
| 21 | Sandra Van Huffel | Wm. Zamarelli, Inc |
| 22 | Renee Ifft | Stevens & Assoc.Inc.,Realtors |
| 24 | Patricia Augustine | William Zamarelli, Inc |
| 24 | Danielle Martin | Eaton Group/GMAC |
| 25 | Mary Ewing | Northwood Realty Services |
| 25 | James T. Prezioso | Altobelli Real Estate |
| 25 | Robert W. Smith | Howard Hanna |
| 28 | Vicki Bansky | Stevens & Assoc.Inc.,Realtors |
| 28 | Calvin Williamson | Re/Max Valley Real Estate |
| 29 | Annamarie Crish | Altobelli Real Estate |
| 31 | Renee Blazek | Coldwell Banker First Place |

Wishing all a very happy day and many, many more!!!

GET WELL WISHES

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.



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

Notes from the WABOR Office

Most of our forms should now be online for your convenience. Remember that all the CRIS forms have been changed with NEOHREX and are also available on line. We will no longer carry any of these forms in the WABOR office.

Don't forget the Board of Directors offer for 4 lockboxes for a \$100.00 donation to RPAC. Call the office and we can have them programmed and ready for you to pick up when you bring your check. Make all checks payable to RPAC Ohio.

A Broker's/Past Presidents breakfast will be held on July 10th at the Mocha House at 8:30 AM. Come out to hear about all that's going on.



Community Clipboard

Let's all go GREEN this summer and Reduce, Reuse, and Recycle \

| | |
|---|------------------------------|
| Unused Cell Phones | Box Tops for Education \ |
| Unwanted Plaques or Trophies | Pink Yoplait Yogurt Lids |
| Canned Goods or Non-Perishable Food Items | Back Packs |
| Slightly Worn Coats | Small Toys |
| Eye Glasses Magazines and Books | New Hats for cancer patients |
| Old Stamps | Telephone Books |
| New or used greeting Cards | School Supplies and Books |
| Personal Care or Toiletry Items | Pop Can Tabs |
| Items for Soldiers Serving our Country | |

Bring your items to the WABOR office

Patricia Kearney wears many hats.

She is the President and General Counsel of Title Professionals, Inc.; a practicing attorney who concentrates on real estate, probate and estate planning matters; a partner in the Growth Coach, a business and life coaching franchise; and a community volunteer. Pat said that helping people is what gives her the most satisfaction --- "paying it forward".

Over the years, Pat has served on many local boards and foundations including the YWCA of Warren, Warren Redevelopment and Planning Corporation, Warren Grows, St. Joseph Foundation, Save Our Homes Task Force to name a few. She is also a volunteer attorney for Legal Aid.

Pat and her staff are very active with the Warren Area Board of Realtors giving thousands of hours of their time and financial support. Pat and Joe Miller, her account executive, have both served as Affiliate Directors of the Board of Realtors as well as chairs of many committees. Pat stated that her favorite committee has always been the education committee. Over the years, Pat has taught continuing education classes for Realtors on topics ranging from Short Sales, Title Tour of the Courthouse, Foreclosures, to Ways to Improve Closings.

Pat was born, raised and lives in the Mahoning Valley. Although she has opportunities to live elsewhere, Pat never had the desire. She graduated Valedictorian from Mineral Ridge High School and received her Bachelor of Arts from Youngstown State University. She has worked in the real estate title industry since 1974. She has served her industry as President of local chapters, Board member of the Ohio Land Title Association and has participated in many national events with the American Land Title Association.

In 1991 after attending night school at the Akron University School of Law while working full time, she received her Juris Doctorate and license to practice law. In 1994, she opened her own title company, Title Professionals, Inc. in downtown Warren.

In 2002, Pat received Greater Mahoning Valley Fabulous Twenty Award saluting the Entrepreneurial Spirit from Williamson College of Business Administration of Youngstown State University. The Warren Council of the Chamber of Commerce recognized her with the Pendleton Business Pride Award in 2003 for her ethical, moral and professional standards in workplace.

Pat loves Warren for its architecture, old buildings, our beautiful courthouse and the many nearby golf courses. She believes that growing our small businesses is the way to help our Valley. As a Growth Coach, her goal is to help business owners work smarter, earn more, and enjoy life. Her theory is if each small business could add 1 to 2 employees that we could revitalize the Valley and in turn the real estate market.



WABOR

Board of Director Actions At the June 4 meeting:

Accepted Mark Adams as a new Realtor with Ed Zamarelli Real Estate
Update on www.Cometowarren.com & Why I Love Warren Contest
News from the NAR Legislative Conference in Washington
Discussed the slate of officers for 2010
The next BOD meeting is July 9th

**CALL THE RIGHT
NUMBER FOR ALL THE
RIGHT 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

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



PUBLIC MEETING

The Citizens Advisory Board of the Eastgate Regional Council of Governments will be meeting on Thursday, July 9, 2009 at 6:00 PM. The meeting will take place at the Comfort Inn on Park Avenue in Downtown Warren. The topic of discussion will be Revitalizing Downtown Warren.