

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

REALTOR® UPDATE

JULY 2008

It's A Grand Old Flag !!!



WABOR
Phone: (330) 394-4001
Fax: (330) 394-4006
Email: wabor@onecom.com
Website: www.wabor.org

REALTOR® UPDATE

From the President's Desk ~ ~

ANDREA LUPTON

WARREN

REALTORS®



2008 OFFICERS

EXECUTIVE COMMITTEE

PRESIDENT

ANDREA LUPTON

PRESIDENT-ELECT

JULIE VUGRINOVICH

TREASURER

BARBARA SETTING

PAST PRESIDENT

DAN CROUSE

DIRECTORS

BETH ANDERSON
DARLENE CAVALIERE
MARY EWING
STEVEN FERREBEE
ETHIL LATIL
MERRILYN McCALLISTER
GEORGE REED

AFFILIATE DIRECTOR

JOE MILLER

EX-OFFICIO

FRAN CUNNINGHAM-DSA
JESSIE SCOTT-DSA

As Independence Day arrives, let's give thanks for the freedoms we enjoy and the men and women that have and are currently giving their lives for that freedom.

We had a full house for **Pat Kearney's** class on Short Sales. If you have a seller in trouble, get them in contact with ESOP, Empowering and Strengthening Ohio's People. ESOP is the bulldog of the industry. They will get results and work to help negotiate short sales, loan terms, foreclosure filings and have the power to stop a foreclosure the day before the sheriff sale. Mary Ann is our contact for the Valley 1-877-731-3767.

Also, I must say I'm pleased to see confidence building in the Valley. The "Great" news from our hardworking friends at GM Lordstown has already impacted the buying public. We have seen an increase in GM employees looking for homes. Some who relocating are looking for rentals short term with the idea of buying when their current residence is sold.

If you have a quality rental email the following to the board office and I will forward to Jim Graham, UAW president. He will make the list available to the relocated members. Include **Location, Long or Short Term, Monthly Payment, Address, School District, Landlord / Property Manager in charge of leasing and contact number.**

Great News coming July 10th: Just to give you some information that will be made public on July 10th. An area business from the private sector is making available to *GM relocated employees only* "a cash after closing incentive" for moving to Trumbull County. There are talks of others adding to this making an incentive from \$500 to \$1500 in cash back after closing for the GM relocated employee. This benefit will be retroactive to June 4th. Watch your emails for more information.

Remember to sell our communities. We have so much to offer with great access to freeways, interstates, airports, park systems and public land, the architectural design in our buildings and homes truly impress the westerners that relocate to our area.

I believe that we are the sleeping giant, let's wake up, work together and do something to make our communities better than they are today.

Stats

Existing-home sales in Trumbull County – including single-family, and condominiums– Increased to 173 units in May 2008 from a pace of 142 in April 2008, this just below the 205-unit level in May of 2007.

Our average sold price for May of 2007 was \$89,267. Compared to May of 2008 our current average sold price is \$86,289.

In Mahoning County we have seen the average price increase from \$76,802 in April '08 to \$93,280 in May '08.

Units sold have held stead with 179 sold in May '08 compared to April '08 of 177. We are still below the 2007 numbers of 232 units sold in May of '07.

Andrea Lupton, President
Warren Area Board of REALTORS®



REALTORS AND AFFILIATES A VALUED RELATIONSHIP



Local Banking. Local Decisions.

For 116 years, Cortland Banks has believed in our community, trusting local employees and local customers to mold it into the company it is today. With 14 conveniently located offices, Cortland Banks is able to serve Trumbull, Portage, Ashtabula, Geauga and Mahoning Counties with experience and awareness of the area. We pride ourselves on being a local business, allowing us to understand and relate to your needs in a way larger corporations simply cannot.

While Cortland Banks offers products similar to regional and national banks, our personalized service makes us a trusted friend, truly interested in your individual wants and needs. At Cortland Banks, you will never be a number in a computer system or a file in the back of a cabinet. We want to get to know you, and we want you to know us. We are more than just your bankers; we are your neighbors.

Unlike national and regional banks that have evolved through acquisition and merger, Cortland Banks' customers have not experienced the aggravation of repeated conversions in operations, personnel, and product lines that result when a bank "changes" its name. Cortland Banks has experienced an increasing number of new accounts, both consumer and business, as customers seek a more local and stable relationship with their financial institution.

Cortland Banks cares about making your banking as convenient as possible. Free Internet banking allows you to check your balance, transfer funds between accounts and download transaction information from home, the office, or anywhere else with Internet access. All of our offices are equipped with drive-thru banking, and most savings accounts also offer a Star@ ATM card, allowing you to access your account funds 24 hours a day, 7 days a week. Our friendly staff is always willing to field a question or concern.

Cortland Banks takes pride in this community, supporting and sponsoring local businesses, charities, projects and sporting teams. The bank currently employs 177 people who average nearly 14 years of service, proving their commitment to the company and their dedication to the area.

For additional information about Cortland Banks visit <http://www.cortland-banks.com>. Expect a brand-new, user-friendly Cortland Banks' web-site this summer.

Michele Lee
Assistant Vice President
Branch Manager – Middlefield office

Cortland Banks

15561 W High Street
Middlefield, OH 44062
440-632-0099 (p) 330-240-0633 (c) 440-632-0849 (f)
800-366-2334 (515) – toll free
mlee@cortland-banks.com



WABOR 6TH ANNUAL CHARITY GOLF OUTING

JULY 18, 2008

Return Registration form to:

WABOR

345 HIGH STREET

WARREN, OH 44481

Of Fax to 330-394-4006

MAKE CHECKS PAYABLE TO WABOR

I am registering as:

_____ Group of Four—\$300.00 (List all golfers below.)

_____ Individual Golfer—\$75.00

Golfer #1: _____

SCRAMBLE

Golfer #2: _____

Golfer #3: _____

Golfer #4: _____

PLEASE RETURN WITH PAYMENT BY JULY 11, 2008

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I WILL BE A HOLE SPONSOR—WE MUST KNOW BY JULY 7, 2008 TO BE ABLE TO GET THE SIGN MADE FOR THE HOLE YOU ARE SPONSORING.

Firm & Representative Name: _____

Daytime contact Phone & Email: _____

I will be a hole sponsor at \$200.00: _____

Make checks payable to WABOR
Send to WABOR, 345 High Street, Warren, OH 44481
Or fax to 330-394-4006

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IF YOU DON'T GOLF AND CAN'T AFFORD TO SPONSOR A HOLE, we can always use gifts. Get your favorite restaurant, a spa, golf store, etc. to donate a gift certificate. Most of them are happy to give gift certificates. We would like gift certificates in small amounts. (Example: if they are willing to donate \$50.00 ask if they could give you two \$25.00 certificates.)

NAR QUADRENNIAL ETHICS TRAINING DEADLINE

PLEASE REMEMBER: December 31, 2008 is the deadline for this training.

If you are not sure if you have had the ethics course required, you can call the WABOR Office. If you have taken the class through WABOR we will have a record of when you took it.

This course was given at the last two Trade Shows (2007 & 2008) and Mink Seminars sponsored it on one of their “road trips” so I know many of you have had the required class. “Ethics: The Measure of Professionalism” satisfies BOTH the NAR and the Ohio Real Estate continuing education requirement for Ethics.

If you have any questions, please call us!

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MEDIATION TRAINING

WABOR does not have a trained mediator. When we have a case that goes to mediation, we must hire someone from YCAR. The following information is about Mediation Training available this year. **Please look it over and if you are interested let the WABOR Office know by July 9th. We will be discussing this and voting on a per diem amount for those selected to attend at our Board of Directors meeting on July 10th.**

The Ohio Association’s Mediation I and II Training is scheduled for November 12, 13, and 14 in the Association’s classroom in Columbus. Registration fee for the full program is \$265 per person, with light breakfast, lunches and one dinner included and all materials supplied by OAR.

The National Association’s final program this year is December 10, 11, and 12 in Chicago. Registration fee is \$150 per attendee, and the session is limited to fifty (50) participants. It is recommended that attendees arrive in Chicago on December 9th.

PLEASE CONSIDER THIS IMPORTANT TRAINING!!!

NEWS FLASHES FROM THE WABOR OFFICE!

GOLF OUTING: The committee has been working hard to get sponsors for the holes, ice cream cart, etc. YOU are being asked to participate by putting together a 4-some and soliciting items for the gifts to be given to the golfers. We can always use more hole sponsors and help the day of the outing. If you can help the committee in any of these ways, please contact Bernie or Dom Marino or the WABOR Office.

The proceeds from the Golf Outing will go to the Multiple Myeloma Research Foundation (MMRF). Multiple Myeloma is an incurable cancer of plasma cells and is the second most common blood cancer. MMRF reports that 94% of dollars raised support myeloma research.

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IMPORTANT—due to safety concerns the WABOR Board has designated the term “CODE RED FROM WABOR” to be used when we learn of any safety issues. If you see that in the subject line of an email, please read immediately. We will also send a fax to all offices.

Please remember to update your email with us when you change it. Each time I email information there are many emails that are incorrect or you have not checked your emails for a while and the box is full. We want to help you keep informed but you must assist us in updating your address.

Thank you, Ruth West

THE FOLLOWING WAS RECEIVED OVER THE INTERNET FROM OAR.
"YOUR LICENSE RENEWAL MAY BE IN JEOPARDY!"

The Ohio Division of Real Estate and Professional Licensing is finding that many of the personal addresses on file for real estate licensees are incorrect and its mailings are being returned by the Post Office. This becomes especially problematic for renewal notices.

RC 4735.14 requires ODRE to send renewal notices to the personal address of each individual licensee. If licensees don't get this notice and forget to renew, their license is suspended and then could be revoked—potentially causing all kinds of problems.

ODRE is undergoing a major effort to update personal addresses—verifying the address of licensees who call and also posting information on its Web site about the importance of keeping your address updated with the Ohio Division of Real Estate and Professional Licensing.

If this applies to you, please let us know. When the dues notices are sent, we always find several new addresses and report those to ODRE.

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PICNIC

We are going to a Scrapper's Game on August 15th for our picnic this year. It sounds like it will be a fun evening with food and entertainment! More information can be found on the insert in this newsletter.

WATCH YOUR E-MAIL AND COMPANY COMMUNICATIONS FOR MORE INFORMATION!

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!

AMERICAN RED CROSS

Of Trumbull and Mercer Counties

THE AMERICAN RED CROSS OF TRUMBULL & MERCER COUNTIES would like to thank the members of the Warren Area Board of Realtors for your support of our cause. Your purchase of first aid kits to use as closing gifts helps provide funding for our Emergency Services Department. This department gives assistance to families of Trumbull and Mercer Counties who have lost their homes due to natural disasters. Our staff and volunteers are on call 24 hours a day, 7 days a week, 365 days per year to provide food, clothing, and shelter to these families. Community support from friends like you means that we can continue this great effort. Please keep us in mind in the future for your closing gifts. A variety of first aid kits are always available for purchase at our office, 661, Mahoning Avenue, Warren.

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UNITED WAY OF TRUMBULL COUNTY

We have a form in the WABOR Office for those who are interested in volunteering for any of the several committees for the United Way. If you are interested, we can fax you a copy or you can stop in the office to pick up a copy.

PLEASE KEEP OUR MEN AND WOMEN IN SERVICE IN YOUR PRAYERS

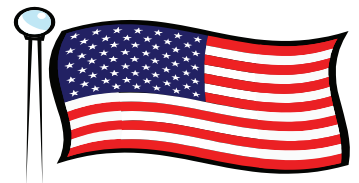
Specialist Joshua Nutt, son of Janice Nutt of Countrywide Home Mortgage, reports that Joshua was transferred to Ft. Jackson, South Carolina and re-enlisted for three (3) more years. Congratulations are in order also, he recently married Rachel Thomas, and they are looking forward to spending the next 3 years in South Carolina.

Specialist David Mickey is still in Alaska at Ft. Richardson. He is still having surgery on his legs and arms.

Sgt. Merle Sullivan, son of Ruth West, WABOR manager, is back in Germany with his family, and will be returning to the U.S. on July 8th. He will be 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.

If you wish to send a letter to one of our men or women in the service, please call Trudy Mickey at 330-593-6739 or you can e-mail her at tmickeyhouse@gmail.com



NEW APPLICATIONS ON FILE

The following licensees/companies have submitted their applications to WABOR for active membership. As required in Article 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 By-Laws.

New Sales Applications

Bryan Budrovici– Century 21 Prestige
Robert J. Reimold-R.J. Reimold Real Estate

New Affiliate Applications

Barrier Exterminating, Inc.

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

JULY, 2008

7/14	Competitive Listings 6-9 PM Mink Seminars	\$25 330-856-5700
7/21	Ways to Lose Your License (Core Law Required) Noon-3PM Mink Seminars	\$25 330-856-5700

August 2008

8/11	New Construction Noon-3PM Mink Seminars	\$25 330-856-5700
8/25	Advanced Real Estate Financing 6-9PM 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.

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.

WE NEED YOUR HELP

When you sign up in your office for a Continuing Education Class, please sign your name as it appears on your license.

OFFICE SPACE FOR RENT

WARREN AREA BOARD OF REALTORS OFFICE
345 HIGH STREET, WARREN, OHIO

3-4 SPACIOUS OFFICES WITH LARGE RECEPTION AREA AND RESTROOM– 850 SQUARE FEET RECENTLY UPDATED. Perfect for small business or company. Ideal for Attorney, Accountant, etc.

Plenty of parking and centrally located in downtown Warren.

Fully furnished at \$500.00 per month which includes utilities.

In an effort to generate revenue, the Board of Directors is asking for your help in finding an interested party for our newly renovated office space. **For securing a one (1) year valid and Approved lease, the Warren Area Board of Realtors will pay your local, state, and national board dues for (1) full year.**

Case #1-16: Obligation to Advise Client of Market Value (Originally Case #2-2. Revised and transferred to Article 7 as Case #7-20 May, 1988. Transferred to Article 1 November, 1994.)

Realtor® A listed Client B's house at \$136,000. The house was sold to Buyer C, who met Client B at a cocktail party a month later and told him that he had just been offered \$148,000 for the house but declined the offer feeling that if he decided to sell, he could do considerably better.

On the basis of this information, Client B charged Realtor® A with unethical conduct in not having advised him as to fair market value and pointing out that the offering price was considerably below market value. The Board's Grievance Committee referred the complaint to the Professional Standards Committee for hearing.

The Hearing Panel reviewed the facts. At the time the listing contract was signed, Realtor® A advised his client that he had not recently been active in the part of the city where the house was located and that before fixing the price definitely it might be well to have an appraisal made, but the client declined saying that he felt \$136,000 was a fair price.

Realtor® A's defense was that he had indicated the desirability of an appraisal to determine a fair asking price; that he had indicated he was not active in the neighborhood where the home was located; and that while he had a feeling that the client might be placing a low price on his property, he felt his professional obligation to the client was discharged when he suggested having an appraisal made.

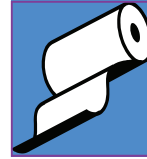
It was the finding of the Hearing Panel that Realtor® A's defense was valid and that he was not in violation of Article 1.

WABOR Staff

**Ruth West—Office Manager
Ruthie Wilson-Administrative Assistant**

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 June 12, 2008 meeting of the Warren Area Board of REALTORS®, the following items were approved and/or discussed:

- The Financial Report was accepted.
- Heard report from Lock Box Task Force
- Accepted report from Nominating Committee
- Discussed the concept of an IDX Feed
- Heard report of Hiring Committee
- Agreed to have two Board Members review forms to be updated

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

WABOR EVENTS-2008

July 10– Board of Directors Meeting

July 18th-Golf Outing-Candywood Golf Course

July 21-CRIS Board of Directors Meeting

August 15–We are going to a Scrappers Game for our WABOR picnic. Food, Entertainment, and prizes provided. Watch your email and office communications for more information.



**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
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**

Our sincere condolences to the families of:

Mary Ann Drabek, with Coldwell Banker First Place Real Estate whose father, Andrew Susko, Jr. passed away on June 14th.

Shirley Dietelbach, with Coldwell Banker First Place Real Estate, whose father, Joseph Lisak, passed away June 22nd.

Gerry Brown, with Howard Hanna Co., whose father, Daniel A. Brown, passed away June 25th.

**HAPPY JULY
BIRTHDAY**



- | | |
|-----------------------|-------------------------|
| 3 Andrea Partridge | C21 Prestige Realty |
| 4 David Carl | C21 Prestige Realty |
| 5 Michelle Stevens | Stevens & Associates |
| 7 Jacqueline Salvato | William Zamarelli, Inc. |
| 7 Julie Sharon | William Zamarelli, Inc. |
| 9 Christina Wickley | Quadco Realty |
| 9 Kathryn Mullenax | Stevens & Associates |
| 10 Barbara Johnson | Spencer Real Estate |
| 10 Patricia McLean | Howard Hanna Co. |
| 10 Michael Sergi | Altobelli Real Estate |
| 10 Denise May | Plant Industrial Adv. |
| 11 Rick Durkin | Hunter-Stevens |
| 13 Timothy O'Brien | O'Brien Real Estate |
| 13 George Reed | Principi Realty |
| 15 Patricia DeCavitch | William Zamarelli, Inc. |
| 15 Teresa Crew | Action Realty |
| 17 Yvonne Smith | Eaton Group/GMAC |
| 18 Lena Pilgrim | C21 Prestige Realty |
| 19 Tamara Candella | Real Living Volpini |
| 20 Harry Britt | Harry Britt Appraisals |
| 20 Jill Anderson | William Zamarelli, Inc. |
| 21 Sandra Van Huffel | William Zamarelli, Inc. |
| 22 Renee Ifft | Barbara Setting RE |
| 24 Patricia Augustine | Coldwell Banker FP |
| 24 Danielle Martin | Eaton Group/GMAC |
| 25 James Prezioso | Altobelli Real Estate |
| 25 Robert Smith | Howard Hanna Co |
| 25 Mary Ewing | C21 Prestige Realty |
| 28 Vicki Banskay | Stevens & Associates |
| 28 Calvin Williamson | Sails Realty |
| 29 Annmarie Crish | Barbara Setting RE |
| 31 Renee Blazek | Coldwell Banker FP |
| 31 Daniel Plant | Home Savings |

Get Well wishes to:

Lois Snelson w/ Stevens & Associates, Inc. We hear Lois is doing much better.

Larry Elder w/Coldwell Banker First Place Real Estate going for more back surgery.

Glad to hear Julie Vugrinovich with Howard Hanna Co. is feeling much better.

Dodie Van Scoy with Stevens & Associates is recovering from back surgery.