

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

REALTOR® UPDATE

June 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,

It's hard to believe that June is here and we are halfway through 2009. Where does the time go? I've been enjoying the meetings, events, presentations, interviews, and overall hustle and bustle, serving as the 95th President of the Warren Area Board of Realtors®. I must say, it has been a challenging year leading our membership with our current economy and trends, as well as everything going on in our country and in our community. As Realtors and Affiliates, we have to constantly strive to work together in creating a positive community in which to live and work and continue to make the "American Dream" of home ownership a reality.

June is National Homeownership Month. This year commemorates the 40th Anniversary of the historic 1968 Fair Housing Act and was recognized during April 2009 Fair Housing Month. In 2002, President George Bush enhanced our nation's commitment to equal housing opportunities by designating June every year, with the goal of increasing minority homeownership in America by 5.5 million by the end of the decade. Our members continue to work in every possible way to preserve and expand fair access to affordable housing and homeownership.

The month of June also brings "Affiliate Recognition Month" and I am very proud to say that we have the BEST AFFILIATE MEMBERS! Be sure to take a few minutes to review all 50 plus members listed in this newsletter, who continue to lead and serve our membership and are truly the backbone of our profession. We value each company and individual along with your partnership and scope of services that you provide. And remember, be sure to patronize our Affiliate Member Companies whenever possible. Their membership contributes so very much to the on-going operations and financial capabilities of our Board.

A huge M*A*S*H B*A*S*H thank you to everyone who attended the RPAC Dinner and Auction held on May 19th at Leo's. The evening was dedicated to those men and women currently serving our country and to those who have served and died to give us our freedom. Several Servicemen representing the Army, Navy, and Air Force performed a precise Military Honor Guard Service to help "kick off" our RPAC Event. Local dignitaries in our community attended and Mayor Michael J. O'Brien presented a Proclamation recognizing the hard work of our Realtors Political Action Committee.

Members came dressed complete in their favorite M*A*S*H outfit, camouflage, and scrubs. A special table honoring and recognizing loved ones of members showcased personal pictures to share with all in attendance. Dog tags were also worn by members. Under the direction of member Trudy Mickey, many needed items were collected and will be donated to our Military Service Personnel. The 50/50 raffle was held to help with costs to ship the donated items overseas. We will continue to collect these items through the end of the year and they can be dropped off at the Board office. Thank you for helping our soldiers!

A heartfelt thank you to each member of the Warren Area Board of Realtors®, Realtor and Affiliate alike, who donated an item towards the RPAC Auction. Your generosity is greatly appreciated and the committee couldn't have done it without you! Thank you also to each individual company and business for their wonderful contributions as well. We had such an array of themed baskets and unique donations this year, as well as a star diamond necklace and ring.

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



A special thank you goes out to Attorney Patricia Kearney and Joe Miller of Title Professionals for donating the beautiful geranium centerpieces, to Darryl McGuire of Ohio Real Estate Auctions, LLC who always does a fantastic job with the live auction, to Patty Helmick for the awesome patriotic Jello shots, to Judie Ferree, Fran Cunningham, Darlene Mink-Crouse, and Trudy Mickey for baking the delicious cupcakes for all to enjoy, to Ruth West and Janet Zangara for assisting the Auctioneer, and to Karen Jones and Robin Goodwin from the WABOR office for all of their time and assistance behind the scenes.

Congratulations to Pat Ballantine for winning the 50/50 of \$120.00 and to Patty Helmick for winning the lottery tree with proceeds of \$180.00 going to help our military.

And last but certainly not least, thank you to the wonderful and hardworking RPAC Committee including Co-Chairman Michele Lee, Debbie Barber, Jessie Scott, Doug Bitner, Dan Crouse, Darlene Mink-Crouse, Fran Cunningham, Mary Ewing, Steve Ferree, Pauline Kurtz, Andrea Lupton, Adam Matthews, Joe Miller, Trudy Mickey, and Jim Pirko. You are to be commended for your dedication in helping with this event from seeking donations, to attending meetings, to setting up, to volunteering your time to help the night of the event. Hats off to each one of you!

We'll be sending off \$7,029 towards our Board's RPAC Goal this year, which includes Auction proceeds, dues billing, and Trash-n-Treasure Table donations. The Warren Area Board of Realtors® will continue to collect Ohio RPAC Donations throughout the summer months, up until October 31, 2009. Thank you for your support and for keeping our Board on pace with our yearly goal!

You will notice a few changes to the Newsletter this month. With the launching of our new www.wabor.org website, you will soon find the Call The Right Numbers Column and Community Clipboard posted there, as well as a Calendar with a listing of our Board's events/activities. We will also be adding a Realtor's Swap Corner with personal items available for sale and a Broker's Open House Area with agent opens and information. Check out the Young Professionals Network our Board is starting up thanks to our Office Assistant, Robin Goodwin. This is a Realtor driven site and this group is open to everyone. Look for many new and exciting things to come!

Get your foursome's together now! The WABOR Golf Outing is scheduled for Friday, July 17th at Pine Lakes Golf Course located at 6233 West Liberty in Hubbard. Right behind Julia's Bed And Breakfast. \$300 for a Foursome, \$75.00 for Individual Golfer, and \$30.00 for Dinner only. Hole Sponsorships are available. Come and make a day of it. Proceeds to benefit Northeast Ohio Adoption Services. Please help a child living in foster care belong to a loving, permanent family.

Get Well Wishes and Thinking of You go out to Barbara Setting and Ruthie Wilson!

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

Julie



Housing Stats – April 2009

Existing home sales in Trumbull County including single family homes and condominiums for the month of April saw an increase to 136 units sold from a pace of 113 units sold in March 09'. This is below the 144 units level in April 08'. The average sold price for April came in at \$70,948 compared to March's average of \$66,142. April 2008 had a higher sold average of \$84,155.

In Mahoning County, the month of April saw a slight increase to 149 units sold from a pace of 143 units in March 09', but below the April 08' average of 183 units.

The average sold price for April came in at \$80,154 compared to March's average of \$76,821. April 2008 had a slightly lower sold price of \$76,397.

Columbiana County saw a sizable increase in units sold from a pace of 46 units in March 09' to 61 units in April 09', with 85 units being sold April 08'. The average sold price for April 09' increased to \$91,311 and was above the March average of \$69,439 and above the April 08' average of \$77,053.

Housing Stats – March 2009

Existing home sales in Trumbull County, including single family homes and condominiums for the month of March saw an increase of 113 units sold from pace of 99 units sold in February 09'. This is below the 138 units level in March 08'.

The average sold price for March came in at \$66,142 compared to February's average of \$71,605. March 2008 had a higher average of \$82,334.

In Mahoning County, there was a decrease in the average price from \$82,184 in February 08' to \$76,821 in March 2009, which is significantly below the \$91,024 average in March 08'. Units sold had an increase to 143 in March 09' compared to 120 in February 09', but below the 2008 numbers of 190 units sold in March 08'.

Columbiana County saw a slight increase in units sold from a pace of 33 units in February 09' to 46 units in March 09, with 59 units being sold in March 08'. The average sold price for March 09' decreased to \$69,439 and was below the February average of \$70,993 and significantly below the March 08' average of \$82,535.

Housing Stats – February 2009

Existing home sales in Trumbull County, including single family homes and condominiums for the month of February saw an increase to 99 units sold from a pace of 83 units sold in January 09'. This is considerably below the 148 unit level in February 08'. The average sold price for February came in at \$71,605 compared to January's average of \$75,721. February 2008 had a slightly higher average of \$77,954.

In Mahoning County, there was a sizable increase in the average price from \$67,417 in January 09' to \$82,184 in February 2009, which is slightly above the \$77,954 average in February 2008. Units sold had an increase to 120 in February 09' compared to 117 in January 09', but below the 2008 numbers of 137 units sold in February 2008.

Columbiana County saw a slight decrease in units sold from a pace of 39 units in January 2009 to 33 units in February 2009, with 60 units being sold in February 08'. The average sold price for February 09' increased to \$70,993 and was above the January 09' numbers of \$54,674, and slightly below the February 08' average of \$74,221.

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

NECA IBEW
BOB & ANDREA LUPTON, Owners
office 330-638-9971
fax 330-638-5539
www.ALLElectricInc.com

All Electric

RESIDENTIAL - COMMERCIAL - INDUSTRIAL
4942 Bazetta Road Cortland, Ohio 44410 Bonded - Insured
OH 37228 - 24 Hour Service

AUCTIONEERS

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



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

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

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

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.

New Affiliate All Electric



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 JUNE BIRTHDAY



3 Scott Lewis	Edward J. Lewis, Inc.
3 Stacy Richards	Stevens & Assoc.
3 Sylvia Siska	William Zamarelli, Inc
4 Carol Young Coldwell	Banker First Place
6 Dominic Marino	Northwood Realty Services
7 Katherine M. Cunningham	Northwood Realty Services
7 Melinda Morse	Howard Hanna
7 Shawn Sovacool	Coldwell Banker First Place
8 Barbara Gaffey	First Place Bank
9 Susan Fritz	Howard Hanna
9 Mimi Huna	Real Living Volpini Realty Group
10 Brit Flack	Coldwell Banker First Place
10 Henry Saddler	Howard Hanna
11 Laura Altobelli	Altobelli Real Estate
12 Jennifer Gilger	Coldwell Banker First Place
12 Cynthia Wright	Real Living Volpini Realty Group
15 Ryan Altobelli	Altobelli Real Estate
15 Anna Stamolis	Northwood Realty Services
16 Shirley Sweet	Northwood Realty Services
16 Frank Tempesta	Wm Zamarelli, Inc.
17 Leslie Cornicello	Wm Zamarelli, Inc
18 Donna Pavlick	Northwood Realty Services
20 Ronald A. Hillier	Ohio Real Estate Auctions
24 Diane Fredenburg	Coldwell Banker First Place
25 Donna LaBuda	Howard Hanna Co.
28 Barbara K. Wike	Altobelli Real Estate
28 Bob Lupton	All Electric Inc.
30 Gil Rieger	Valley Title & Escrow Agency

GET WELL WISHES

Jan Kasonyi is doing well after her surgery and I hear she is already back to work. Good for you, Jan!!!!

Jo Ann Ude, a former member of WABOR, has moved to Missouri and had surgery last week. Keep her in your prayers.

Barbara Setting also needs our prayers as she continues to fight her battle.

Sandy Van Huffel is still in California caring for her son with Lyme Disease.



PLEASE KEEP OUR MEN AND WOMEN IN SERVICE 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
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

Your WABOR staff is looking for ways to make this newsletter more readable. We value your input and want to include the items that are important to you. Please let us know what kinds of things you would like to see in your newsletter. We will do our best to meet as many of your needs as possible.

Thanks to all of you for converting over to our new email addresses so quickly. Our old email address has been cancelled, so if you haven't switched over, now is the time.....

Contact us via our new email addresses at: robinlg@wabor.org or karenj@wabor.org.



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

Darlene Mink-Crouse asks you to Support your Profession & your Community !!!

We should all join together to make the American Dream of selling properties better! We should all join together to make our Communities better! Giving back is the only way we can help make a difference. You can't expect everyone else to do it for you.

It takes all of us to accomplish our visions and goals! **What are you doing????** We need to focus on extending a hand to our Brokers, our Ohio Association of Realtors, our Warren Area Bd. of Realtors, our Cities & Townships, our Local Community Groups, our Neighborhoods, wherever & whenever needed. I'm asking for your help. Please think about what you can do to contribute a little....if everyone would give back we could see a real difference. The rewards are GREAT! Everyone benefits. I'm not just asking, I'm doing! **You can, too.** These are a few footsteps in the sands of my life:

1976	Realtor
1980	WABOR Salesperson of the Year
1988	Broker
1988-91	WABOR Officer & Director
1989	Est. Mink Education Seminars
1990	WABOR President
1991	WABOR Broker of the Year
1991-94	Dir. for Lake to River Girl Scouts
1992-99	Emergency Mgmt. Comm. for Red Cross
1990/1996	OAR Nominee for Educator of the Year
1991-1992	Graduate of Leadership Warren
1996-1997	OAR district One Vice President
1998-2001	WABOR Office & Director
1999/2000	OAR Chair of Communications Comm. & Board Certification Committee
2000	WABOR President
1978-Present	Continuously serving on R.E. Committees for Local and State: Equal Opportunity & Diversity, Education, Communication, Professional Standards, Legislative, Community



WABOR

Board of Director Actions At the May 7 meeting:

Approved Paula Lazzari as Director to replace Leslie Cornicello
Accepted All Electric as a new Affiliate
Voted to form a Young Professionals Network
Cancelled the June membership meeting
Set the next BOD meeting for June 4th

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

