

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

REALTOR® UPDATE

MAY 2008

APRIL SHOWERS BRING MAY FLOWERS



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

What a great turn out for the American Home Week celebration. A BIG "THANK YOU" to All **Chair & Co-Chairs: Paula Lazzari, Steve Ferrebee, Trudy Mickey, Marlin Palich, Bernie Marino, Lena Pilgrim and Beverly Petrosky and their wonderful committees.** We had more posters and medallion participants than ever before. Please thank our affiliates for supporting our association; there are a lot of members who have put their time and talent to work for the community and our members.

Congratulations to our winners: **Beverly Friend**, Walter D. Graham, **Brenda Spencer**, REALTOR® of the year, and **Doug Bitner**, Affiliate of the Year.

This month is all about **RPAC**. Let's get each office to do a theme basket for the big event. With Julie, the RPAC Chair, feeling under the weather; we all need to help out a little more. Call Ruth or Julie and let them know how you plan to help.

We just returned from OAR Spring Conferences in Columbus. **YOUR RPAC DOLLARS ARE AT WORK!** Nationally, we are working on a Home Buyer Tax Credit, Flood Insurance is up in September, Health Insurance, and a big one we have to work for in our call to action is the RESPA rules; they just put out a 900 page revision. (Having someone review 900 pages is worth a few RPAC bucks!)

State wide we have several bills in the works that we are watching. Let us not forget our favorite topic Septic Systems, the committee is appointed, organized and functioning. Our own Capri Carfaro is on this committee and revisions needed by Jan. '08.

We will have a copy of the Bills and their numbers that were discussed in Columbus at our RPAC auction or you can visit www.ohiorealtors.org and find them posted.

Remember Military Status was listed to the Fair Housing language. If you are a property manager and have a box that asks if someone is in the Military, you may want to remove this from your application. Another big thing that is getting people in trouble is the **unlicensed practice of real estate**. Review the rules if you have an assistant or unlicensed property manager. **(Big Fines!!)**

Stats Locally for March

Existing-home sales in Trumbull County – including single-family, and condominiums– slipped to 126 units in March from a pace of 147 in February, and below the 132-unit level in March of 2007. For 1st Quarter of 2008 there was 371 existing-home sales; however, the total was just below the 385 transactions recorded in the 1st quarter of 2007.

Our average sold price for March 2008 was \$85,418, up from the average sold price in February 2008 of \$76,708; a slight decline from March of 2007 when the average sold price was \$87,428.

In fact, we have seen an increase in activity in the market with over 222 pending transactions at the end of March in Trumbull County alone. Buyers are realizing it's a great time to buy. Low interest rates, coupled with recent corrections, have given people looking to upgrade a unique opportunity to take advantage of the market.

Remember it is **A Great Time to Buy!**
Together we can spread a positive message!

Andrea L. Lupton
President WABOR



REALTORS AND AFFILIATES

A VALUED RELATIONSHIP

THE TITLE COMPANY OF WARREN AGENCY, INC.

The Title Company of Warren Agency, Inc. as it has been known since 1976 has been providing real estate title and escrow services for over 70 years. From a “one man” operation 70 years ago in downtown Warren to its present day with offices in Warren and Austintown, Ohio.

“The Title Company” as it is simply known, provides real estate title and escrow services for the real estate, banking and legal systems in Trumbull, Mahoning, Portage, Ashtabula, Geauga and Columbiana Counties! In 2004 The Title Company of Warren was awarded its third consecutive Youngstown-Warren Regional Chamber of Commerce Fabulous 20 Award of Excellence for business and sales growth.

The Title Company boasts 3 real estate attorneys, Attorney Robert Burkey, Attorney Elise Burkey and Attorney James Scher. The Title Company also provides seminars and presentations on real estate related topics for the industry and the general public. The company is a Member of the Mahoning Valley Home Builders Association, The Better Business Bureau, The Youngstown-Warren Regional Chamber Of Commerce, and the Trumbull County and Ohio Land Title Associations.

One of the oldest and most respected title companies in the valley, The Title Company is here to serve your needs today and into the future. Specializing in new construction development, residential and commercial sales, and foreclosure services, The Title Company can handle all of your real estate title needs.

RPAC IS YOUR RESOURCE

Julie Vugrinovich—Chairman

As important as it is to be involved in our local community, it is equally important that we, as REALTORS, are involved at the state and federal levels of government as well.

By participating in RPAC, your voice is heard collectively with hundreds of thousands of your colleagues across the country. RPAC provides you a seat at the table. If you don't get involved, you may face the prospect of bad legislation or a new set of crippling regulations.

Please mark your calendars to attend our largest fundraising event of the year! Our, always fun and exciting, Dinner and Auction will be held on Tuesday, May 20th at Leo's in Howland. Our theme this year is RPAC—Kentucky Derby Night. Along with a Live Auction, a Chinese Auction, 50/50 Raffle, Baskets of Cheer, an iPod Shuffle Raffle, contests will be held including Best Costume and Best Hat, Etc...so come and enjoy a Mint Julep and all the great company!

The Committee is looking for help and support from our organization's members, affiliates and offices alike. Please consider donating an item or items, a gift certificate or gift card, a professional service you provide, sporting event tickets or memorabilia, spa treatments, continuing education, concert tickets, or themed baskets of all kinds to benefit RPAC (REALTORS® Political Action Committee). Donations can be brought to the Board Office between 8:00 am and 4:30 pm Monday thru Friday.

Visit RPAC online at www.ohiorealtors.org.

PARTICIPATE—EVERYONE IS A WINNER IN THE RPAC KENTUCKY DERBY RACE!

JOIN THE RUN FOR THE RPAC ROSES!



CONTINUING EDUCATION

Patricia Kearney of Title Professionals
will present a 3-hour continuing education seminar on Short Sales.

To be held at The Mocha House on June 5, 2008 from 6-9 pm.
Registration will begin at 5:30.

Cost is: Members—\$15.00
Non-Members—\$20.00
Walk-Ins will be charged an extra \$5.00

We will have coffee, soda and pastries at the break.

**PLEASE, PLEASE PARK IN ST. DEMETRIOS' PARKLOT
NEXT DOOR. THE OWNERS OF MOCHA HOUSE ARE MAK-
ING THIS REQUEST SO IF WE EVER WANT TO RETURN
THERE FOR ANOTHER EVENT, WE SHOULD HONOR THIS
REQUEST.**

More information and a signup sheet will be faxed to your office and sent to each of you
by email about May 21st (after the RPAC Auction).



Mink Education & Enrichment Seminars

SUMMER BLAST 30 HOURS IN 5 DAYS JUNE 16-20 2008

8740 E. Market St., Suite #4, Warren, Ohio, Hunters Square Plaza

CERTIFIED BY THE OHIO DIVISION OF REAL ESTATE

	<u>Date</u>	<u>Time</u>
Taxes and The Real Estate Market...	June 16, 2008	1-4 pm
Real Estate and The Internet.....	June 16, 2008	4:30-7:30pm
Core Law.....	June 17, 2008	1-4 pm
New Construction.....	June 17, 2008	4:30-7:30pm
Civil Rights.....	June 18, 2008	1-4 pm
Content Buyer.....	June 18, 2008	4:30-7:30pm
MLS Supercharged.....	June 19, 2008	1-4 pm
Real Estate Ethics.....	June 19, 2008	4:30-7:30pm
Advanced Real Estate Financing.....	June 20, 2008	1-4 pm
Using the 1031 Tax Deferred Exchange.	June 20, 2008	4:30-7:30pm

All registrations must be paid in advance, class space is limited.
Fax and computers will be available on the breaks for you to do business.

Instructors: Darlene Mink-Crouse and/or Dan Crouse
Register by Phone 330-856-5700 or Fax 330-856-4234 or on line
www.MinkSeminars.com Individual Classes: \$30.00 each or take the entire
30 hour program for \$250.00 upon registering. You must attend 10 of the
classes to receive 30 hours of certification. Classes are suggested for real
estate licensees but are open to the public. Most classes have guest speakers.

Food and Drinks Provided between Classes

NEWS FLASHES FROM THE WABOR OFFICE!

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 I report those to ODRE.

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 will be available later but put this date on your calendar.

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!

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 RPAC Auction and Golf Outing. 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 the work!

WE NEED YOUR DONATION FOR “THE ANGELS FOR 838”

The Angels for 838 are looking for donations to go into 175 boxes that the USO will help pay to ship.

NEEDED by MAY 19TH

Some suggested items that they can use are: Slim Jims, Beef Jerky, candy, protein bars, nuts, magazines (no porn), pretzels, potato chips in a can, Q-tips, toothpaste, liquid soap, hand purifiers, mini packs of Kleenex, toilet paper, puzzle books. Whatever you like, they will like. Call Trudy Mickey at 330-503-6739, I will pick it up or you can drop it off at my office, Coldwell Banker First Place.

***PLEASE KEEP ARE MEN AND WOMEN IN SERVICE
IN YOUR PRAYERS***

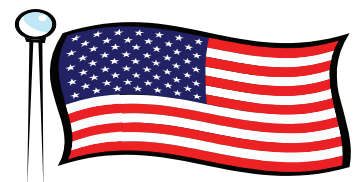
Specialist Joshua Nutt, son of Janice Nutt of Countrywide Home Mortgage, reports that Joshua was transferred to Ft. Jackson, South Carolina and re-enlisted for three (3) more years. Congratulations are in order also, he recently married Rachel Thomas, and they are looking forward to spending the next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

Sgt. Merle Sullivan, son of Ruth West, WABOR manager, is back in Germany with his family, and plans on being there for another year.

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 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 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

Russell Jacobson
Stevens & Associates, Inc.

Kristie Caldwell
Vonda Palcisco
Century 21 Prestige Rlty. Group

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

MAY, 2008

5/5	The MLS Supercharged 6-9 PM Mink Seminars	\$25 330-856-5700
5/12	Content Buyer Noon-3 PM Mink Seminars	\$25 330-856-5700
5/19	Using the 1031 Tax Deferred Exchange 6-9 PM Mink Seminars	\$25 330-856-5700

JUNE, 2008

6/2	Competitive Listings Noon-3PM Mink Seminars	\$25 330-856-5700
16 to 20	Week of CE Classes—30 Hours or \$30.00 for a single class Mink Seminars	\$250 330-856-5700
30	Landlord/Tenant Obligations 6-9 PM Mink Seminars	\$25

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.

Congratulation to Pat McLean of Howard Hanna Co. She is now the proud Grandma of a grandson, Pierce, born April 24, 2008. The proud parents are her daughter Tracy and husband Doug.

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 UP-DATED.

**Case #3-4: Cooperation Not Mandatory
(Reaffirmed Case #22-4 May, 1988. Transferred to Article 3 November, 1994.)**

Client A called on Realtor® B to list a small commercial property. In stipulating the price at which he wished to list the property, Client A explained that he was aware that it was a relatively low price, but he wanted a quick sale and, he added, a higher price could benefit very little at that time because of certain tax considerations. He told Realtor® B that a number of prospective buyers had spoken to him about the property within the past year. He gave their names to Realtor® B and said he felt sure that among them there would be a ready buyer at the price. He told Realtor® B that he wanted the property submitted to them first.

The next day, Realtor® C, who had unsuccessfully solicited the listing and learned that the property was listed exclusively with Realtor® B, called Realtor® B to ask that he be accepted as a cooperating broker. Realtor® B told Realtor® C that because of unusual circumstances the best service to his client did not require cooperation; that a prospective buyer was at that time seriously considering the property; and that under the circumstances he preferred not to invite cooperation.

Realtor® C complained to the Board of Realtors® charging Realtor® B with a violation of Article 3 by refusing to cooperate. Pursuant to the complaint a hearing was scheduled before a Hearing Panel of the Board's Professional Standards Committee.

During the hearing, Realtor® B outlined fully the circumstances under which the property had been listed by him, and maintained that the interest of Client A would not be advanced by acceptance of cooperation by Realtor® C.

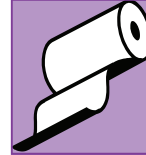
The panel concluded that Realtor® B's reasons for not accepting cooperation in this instance were valid and that his action did not constitute a violation of Article 3.

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

- The Financial Report was accepted.
- Heard update on CRIS
- Report from Legislative Meeting
- Voted on Affiliate of the Year
- Read Proposed Changes to OAR Regulations

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

WABOR EVENTS-2008

May 8th—Board of Directors Meeting

May 19—CRIS Board of Directors Meeting

**May 20th—RPAC Auction
Leo's Ristorante**

**June 5th—Continuing Education
“Short Sales”
Mocha House 6-9 pm**



**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**

**HAPPY MAY
BIRTHDAY**



- | | |
|----------------------------|-----------------------|
| 1 Wendy Haun | Altobelli Real Estate |
| 1 Cynthia Young | Howard Hanna Co. |
| 3 Shirley Ulrich | Real Living Volpini |
| 3 Dawn Kocher | Spencer Real Estate |
| 4 Patricia McMaster | Altobelli Real Estate |
| 4 Garnett Chinchic | Eaton Group/GMAC |
| 5 John Phillips | Phillips Real Estate |
| 5 Janice Stevens | Coldwell Banker FP |
| 9 Terry Hackworth | Barbara Setting RE |
| 9 Frank Leskovec | Altobelli Real Estate |
| 9 James B. Spencer | Spencer Real Estate |
| 12 Daniel McEowen | Coldwell Banker FP |
| 13 Donna Durst | Coldwell Banker FP |
| 13 Frank Petak | Coldwell Banker FP |
| 13 Brenda Spencer | Spencer Real Estate |
| 17 Makisha Williams | Century 21 Prestige |
| 19 Eleftherios Hacimihalis | Creekside Mortgage |
| 20 Harvey McElhaney | Altobelli Real Estate |
| 21 Michael Wolanzyk | Century 21 Prestige |
| 22 Jerry Altobelli | Altobelli Real Estate |
| 23 Darlene Litz | Wm. Zamarelli, Inc. |
| 23 Jennifer D'Allessandro | Altobelli Real Estate |
| 24 Cheryl Stevens | Stevens & Associates |
| 26 Barbara Peyatt | Barbara J.Peyatt RE |
| 27 Brad Grace | Grace Services, Inc. |
| 27 Dolores VanScoy | Stevens & Associates |
| 28 Dave Justine | Trader Publishing |
| 29 Mary Ann McEowen | Coldwell Banker FP |
| 29 Jill Recser | Coldwell Banker FP |
| 31 Barbara VanDervort | Howard Hanna Co. |

**Our deepest sympathy to the families
of:**

Dennis Hulvalchick, son of Karen Hulvalchick of Coldwell Banker First Place Real Estate, who passed away March 30th.

Frank J. Marinelli, Sr., father of Leslie Cornicello of Wm. Zamarelli, Inc., who passed away April 12th.

**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