

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

REALTOR® UPDATE

November 2009



WABOR

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

From the President's Desk – Julie Vugrinovich, ABR

Dear Members,

The National Association of REALTORS® has earmarked the month of November as **PROFESSIONAL DESIGNATION** MONTH, to honor the achievements of members who have advanced their professional stature. Study after study has proven that REALTORS® who pursue NAR designations benefit in a number of ways, both professionally and personally. In a recent membership survey, the Ohio Association of REALTORS® found that 33% of its membership has earned a NAR designation. 41% of Ohio's brokers have obtained a designation, while 32% of the state's agents have.

Locally, we have many members who have obtained their designations and encourage others to take steps towards doing so. Professionals who earn these designations increase their stature with the home buying and selling public, gain invaluable knowledge, and boost their incomes. They are a wise investment that will pay long-term benefits.

Congratulations to each one of our President's Sales Club Award Recipients who were recognized and honored at our October Meeting at Vernon's. Out of approximately 270 REALTOR® members, our Board had a total of 26 recipients with 5 members receiving the **Award of Distinction** – Jason Altobelli, Leslie Cornicello, Teresa Crew, Jacqueline Salvato, and Jody Sova. 21 members received the **Award of Achievement** – Joe Cera, Jean Cook, Dan Crouse, Fran Cunningham, Kathy Cunningham, Paul Davis, Lucy DelGiudice, John Devorich, Steve Ferrebee, Jeanette Franks, Patty Helmick, Andrea Hovance, Theresa Liguori-Thompson, Andrea Lupton, Bruce McElroy, Trudy Mickey, Lisa Miller, Cheryl Stevens, Nikki Sullivan, Cindy Young, and David Zamarelli.

Thank you to all members who attended our November Meeting and Continuing Education Septic Issues Panel. It was very informative, constructive, and well received by all attendees. Many thanks to our wonderful Affiliate members who participated on the panel including Pat Ballantine of South Park Title Agency, Michele Lee of Cortland Banks, Barry Meadows of Digging Dirt, Beverly Friend of Coldwell-Banker First Place Real Estate, and Jeff Jardine/Bob Kolat of Jardine Builders/Kolat Construction. Jim Pirko of Howard Hanna and WABOR Director served as the Moderator. Congratulations to Kathy Cunningham of Northwood Realty for winning the 50/50 of \$100.00, which she so graciously donated back to the benefactor of The Warren Family Mission. October is World Food Month and now more than ever, the Mission needs donations and assistance due to their resources recently being cut by 80%. Please take any canned food items, paper products, or non-perishables to the Mission if you have them to give. The total amount being donated to the Mission was \$200.00. Thank you for your generosity, Kathy!

At the Ohio Association of REALTORS® Conference and Expo held in Columbus last month, the Warren Area Board of REALTORS® was recognized, presented a plaque, and awarded a State RPAC Award for achieving and surpassing 100% of its RPAC Goal for 2009. We had 148 members donate a total of \$8,124. Thank you to each member for your RPAC donation this year and for making this most important investment in the real estate profession. Your voice is being heard.

United Way Campaign Chairman Pat Ballantine sent out a challenge to our membership at the October meeting and Cheryl Stevens stepped up to the plate and made a \$500.00 donation. WOW! Your help is needed. Please consider donating a few dollars this year and join forces with the United Way of Trumbull County to help advance the common good in our community. The United Way touches and changes many lives and is working with local experts and partners to create long lasting change in our community. Please join in to be a part of that change. The 2009 Campaign donation deadline is November 20th.

Please note that our **November** RPAC Appreciation Brunch will be held on Thursday, November 12th, starting at 10:00 am, at The Trumbull Country Club. Once again, the Warren Area Board of REALTORS® surpassed its **REAL ESTATE POLITICAL ACTION** donation levels and would like to celebrate and express sincere thanks to several REALTOR® and Affiliate members for their donations and generosity. Please join in the festivities!

Wishing you and your family a Blessed and Happy Thanksgiving.
In Friendship, Julie

2009 OFFICERS

EXECUTIVE COMMITTEE

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TREASURER

DAN CROUSE

PAST PRESIDENT

ANDREA LUPTON

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JESSIE SCOTT-DSA



Housing Stats – September 2009

Trumbull County existing home sales for single family houses and condos for the month of **September** saw a decrease to 131 units sold from 132 units in August of 2009. This is below the 145 unit level posted in September 2008. The average sold price in September was \$77,043, while September 2008 had a higher average sold price of \$89,429. The average market time for September 2009 was 108 days versus 112 days in September 2008.

Mahoning County existing home sales for single family houses and condos for the month of **September** saw a large decrease to 174 units sold from a pace of 199 units in August 2009. This is considerably below the 193 unit levels sold in September 2008.

The average sold price for September came in at \$90,973 compared to August's average of \$99,587, while September 2008 average sold price was higher at \$102,342. The average market time for September 2009 was 109 days versus 111 days in September 2008.

Columbiana County existing home sales for single family houses and condos for the month of **September** rose 1% to 62 units sold versus 61 units sold in August 2009. This is exactly at the same level of units posted in September 2008. The average sold price for September 2009 was slightly higher at \$80,822 compared to \$79,404 posted in August 2009. The September 2008 average was \$80,763. The average market time was 93 days in September versus 117 days in September 2008.



Our condolences go out to Julie Vugrinovich whose brother passed away in October.



REALTORS...A Vital Piece of the Puzzle by

Cindy Wilcox of Real Living Volpini

I am active in American Home week. Outside of Real Estate, I enjoy horseback riding and anything that has to do with my children! I have 2 sons- Jacob and Ben who attend Mathews schools. Jacob is active in Scouts and bowling. (I volunteered at the Air Show this year for Scouts) Ben is in bowling and loves any animal. Real Estate is a passion for me. I love to meet new people and I learn something new each day.

2009 Affiliate Membership

Many thanks to those who served
on our Septic Issues Continuing
Education Panel



Beverly Friend, Pat Ballantine & Michele Lee



Jeff Jardine, Bob Kolat, Barry
Meadows & Richard Curl

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

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

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

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

AUCTIONEERS

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



PLEASE KEEP OUR SERVICE MEN AND WOMEN 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 retiring September 17th
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



Pat Ballantine, Our WABOR United Way Campaign Chairperson.

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.



Our **United Way** campaign is well under way. Only a few weeks remain before we will bring our WABOR United Way campaign to a close. By now you should have received your envelope containing bulletins and pledge cards. If not, please contact Pat Ballantine at 330-373-0210 or the board.

Remember the office with the highest donations will receive recognition for their efforts and will also be honored with a pizza party, so I encourage you to join in the race.

Join **The Caring Club** by giving \$120 or more...being a member of The Caring Club entitles you to a discount card for local restaurants, dry cleaners florists, pizza parlors, video stores and more! Check the Caring Club web site at www.unitedwaytrumbull.org for more information.

Our United Way knows that people like you really want to help make a difference in the community so let's make our Warren Area Board of Realtors campaign a success. No donation is too small.... **JUST GIVE!**

Thank you!
Pat Ballantine
WABOR United Way Campaign Chairman

Notes from the WABOR Office

Dues statements are in the mail or perhaps you have already receive yours. Please remember that our policy manual states that dues are due on or before December 1 each year. Any dues not paid by December 31 will be assessed a late charge of \$50.00 the first work day in January.



Please don't forget our incentive package. See the Federal Government isn't the only one offering incentives. By recommending a new Affiliate who decides to join the ranks of our 2010 membership, you can earn \$25.00 off your 2010 local dues. This incentive is available to Realtors and Affiliates alike.

Do you know Realtors in the area who are members of other Associations? Our dues have not been increased for some time now and our local portion is still only \$200.00 per year. Other Associations have raised their dues. Perhaps now is the time for those Realtor friends of yours to join our Association. The Board of Directors has voted to waive any transfer fees for new members coming from other Associations through the end of the calendar year.

Our Valued Affiliate—Cortland Banks by Michele Lee

Cortland Banks

An independent Community Bank since 1892, Cortland Banks serves Trumbull, Portage, Ashtabula, Geauga and Mahoning Counties. Cortland Banks offers products and services similar to regional and national banks, Cortland Banks emphasizes responsive and personalized service. The Company's "Local Banking/Local Decisions" theme highlights a culture where customers are known by name rather than account number, and where decisions are made by directors and managers who reside and work in the communities where the Company's headquarters and branches operate.

Michele Lee Bio

Michele Lee is currently assistant vice president for Cortland Banks, and manages three local offices in Mantua, Middlefield and Windham. Michele is a graduate of Lakeview High School (Cortland) and began career in banking in 1991 with Trumbull Savings and Loan. She began her career in Mortgage Lending in 1993, which included loan processor, loan closer, underwriter, mortgage originator.



"The majority of our branches are located in small communities and each community is unique in its own way, my goal as a Community Banking Manager is to understand and meet the needs of the citizens in those communities and offer them the products and services that will best serve them," Lee said.

Michele's husband Rick is a sales representative for Superior Well Services, an oil and gas well service company based in Pennsylvania. They have two daughters, Danielle Ulam, of Pittsburgh and Jenna Lee of Murfreesboro, Tennessee.

A treasurer for the Middlefield Chamber of Commerce, an active member with the Warren Area Board of Realtors and member of the Warren Harley Owners Group, Michele is active in the local community. She also enjoys traveling, riding her motorcycle and spending time with family and friends.

For additional information about Cortland Banks and to find a location near you please visit <http://www.cortland-banks.com>.