

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

**REALTOR® UPDATE**

**OCTOBER 2008**



**WABOR**

**Phone: (330) 394-4001**

**Fax: (330) 394-4006**

**Email: [wabor@onecom.com](mailto:wabor@onecom.com)**

**Website: [www.wabor.org](http://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  
ETHEL LATIL  
MERRILYN McCALLISTER  
GEORGE REED

**AFFILIATE DIRECTOR**

JOE MILLER

**EX-OFFICIO**

FRAN CUNNINGHAM-DSA  
JESSIE SCOTT-DSA

**Note from president**

It's October, kids are back in school, High School Sports are in full swing and your Board of Directors are still working hard to roll out some new programs that will help all of us.

We are working on revising our policies, budget, affiliate program, community outreach and development, along with MLS and lockbox changes.

Those that have been in the business long enough know that now through the end of the year is one of our busiest times of the year. The economic impact of the housing market is front and center everyday in the news. Stay focused with a positive attitude about our profession and our community, this too shall pass.

This is a great time to touch base with past clients. If your clients are having a tough time you can send them out a Save Our Valley Homes Brochure. We are professionals; make yourself invaluable to your clients.

Committees are being set up for next year, please consider volunteering some of your time/talents to helping our Association be the best in our area.

Don't forget to sign up for the October Membership Meeting. We will have CE, unveil our outreach program, and award the President Sales Club Recipients.

Together we can spread a Positive message!  
Andrea

**Stats**

Existing-home sales in Trumbull County – including single-family, and condominiums– The month of August saw 153 units sold from a pace of 153 units in July 2008, which is still below the 190-unit level in August of 2007.

The average sold price for August came in at \$81,830 compared to July's average of \$94,830.

In Mahoning County we saw an increase in our average price from \$98,378 in July to \$108,703 in August '08.

Units sold were 189 in August of '08 compared to 189 sold in July '08. We are still below the 2007 numbers of 245 units sold in August of '07.

Columbia County also saw a decrease in units sold from a pace of 76 in July '08 to 67 in August '08, still under the 94 units that sold in August of '07. The average sold price for August increased to \$94,622 from August of '07.

All figures are taken from MLS data.



# REALTORS AND AFFILIATES A VALUED RELATIONSHIP

## LENDERS

Consumers Mortgage Corp  
Cortland Savings Bank  
Countrywide Home Loans  
Creskide Mortgage  
Farm Credit Services  
First Place Bank  
Home Federal S & L  
Home Savings & Loan  
Huntington Bank  
National City Mortgage  
717 Credit Union  
Starnet Mortgage Services  
Home Mortgage Co.  
U.S. Bank  
Wells Fargo Mortgage  
Your Mortgage Center

## AUCTIONEERS

Ohio Real Estate Auction  
Ohio Real Estate Auctions, LLC

## INSPECTION SERVICES

A+ Home Inspections  
Bass Home Inspections  
Boardman Home Inspections  
Garland Inspections  
K.E.L. Homes Inspections  
Pillar to Post Home Inspection  
Shaffer Home Inspections

## APPRAISAL SERVICES

Fred Estlack Appraisal Services  
Larry McManus Appraisal  
Northeastern Ohio Appraisal  
Jeffrey Olszewski Appraisal  
John Simoudis Appraisals

Licensed Termite Inspection  
Licensed Radon Testing  
Certified Mold Testing  
Infrared Imaging

**BOARDMAN HOME INSPECTION, Inc.**

We take the guesswork out of purchasing your home.

 PO Box 3732  
Boardman, OH 44513  
www.boardmanhomeinspection.com  
DAVID SHEVEL (330) 565-2253 • fax (330) 758-7157

**Please be sure to  
support our Affili-  
ates with your busi-  
ness as they support  
our events.**

## TITLE COMPANIES

American Land Title  
Bauman Land Title  
Commonwealth Suburban  
Title  
Grove Title & Escrow  
Hunter-Stevens Land Title  
Midland Title Security  
Schubert Title Agency  
South Park Title Agency  
The Title Company of Warren  
Title Professionals  
Title Works Agency LLC  
Valley Title & Escrow

## INDUSTRY RELATED SERVICES

Barrier Exterminating, Inc.  
.Digging Dirt, LLC  
Dominion Enterprises  
Grace Services  
Home Builders/Remodelers Association  
Plant Industrial Advertising  
Satolli Carpet & Floor Covering  
Tribune Chronicle  
The Vindicator



## **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!**

### **ATTENTION AGENTS!!!!!!!!!!**

**Mink Seminars will be having an NAR required Ethic class on November 19,2008. If you have not taken the class before, please call 330-856-5700 and make your reservations.**

\*\*\*\*\*

### **NETWORKING—FACE TO FACE**

**Do you use a company or business to further your sales efforts? If so, this is for you. The newly formed Affiliate Task Force will be sponsoring a networking session at Leo’s on Tuesday, November 18, 2008 from 6 to 8 PM. This event will offer you the opportunity to introduce those business owners to other Agents. If they choose membership in our Board, you will have the opportunity to win a \$100 gas card. Make sure you watch your email and faxes for more information on this event. A sign up sheet will be sent to all the offices along with a Prospective Affiliate Letter that you may distribute to those business owners you invite. As we strive to offer something more to our Affiliates, please do your part in meeting them and utilizing their services. Remember all those events we have each year? Well, the Affiliates are the ones who donate heavily to make them successful. So think about your stagers, contractors, lawn services, advertising materials providers, etc. Who would you recommend for membership?**

# WABOR CALL FOR ACTION

WABOR is going to begin a public awareness campaign to Market the Warren Area. We will be emphasizing the quality of life and exceptionally low cost of living here.

## **WE NEED YOUR HELP**

We need your help to locate, interview, and use your clients for this marketing campaign. Here is what we need:

**GREAT BUYS!** Have you recently sold one of those homes that is an outrageous buy? The price was so low, the value so high, that it astounded you? We want to interview the buyer, photograph the home and use it in our WABOR marketing. We need homes in all price ranges, anywhere in Trumbull County. Submit the home, MLS number, and information to Karen Jones at the WABOR offices.

**WELCOME TO WARREN!** Have you sold a home to someone who has recently moved to Trumbull County? We are especially looking for people who have moved here from more expensive areas...or more "Glamorous" areas. So if your client has moved here from the east coast, west coast, Florida, or Las Vegas type areas...ask them if they would like to star in a video in our ad campaign. This is especially important for people who have bought or started a business when they moved here.

WABOR's marketing campaign is designed to increase your sales by showing people that we have the greatest housing buys in America. WABOR executive committee will come to your office meetings to explain this project and how it benefits you and our area. Please Join with us to Market Our Area.

## **Brian & Pam Waddell Donation Fund**

A Fund has been established at U. S. Bank for the Waddell's. Pam is an Agent with Real Living and her husband, Brain, a window washer, fell at work and broke he back. He is at home recovering and will have a long rehab. Please help by making your donation at any U. S. Bank branch office.

Many thanks to Doug Bitner, Merrilyn McCallister and Steve Ferree for setting up this fund.

## 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

NONE

### 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. Warren, Suite #4  
Hunters Square Plaza, in Front of Salvatore's Restaurant  
www.minkseminars.com

### October 2008

10/6	MLS Supercharged 6-9 PM Mink Seminars	\$25 330-856-5700
10/20	Core Law /Agency Noon-3PM Mink Seminars	\$25 330-856-5700
10/27	Using the 1031 Tax Deferred Exchange 6-9PM Mink Seminars	\$25 330-856-5700

### November 2008

11/17	Content Buyer 6-9PM Mink Seminars	\$25 330-856-5700
11/24	Taxes and The Real Estate Market Noon-3PM Mink Seminars	\$25 330-856-5700

\*\*\*\*\*

### WINTER BLAST DEC 8-12 30 HOURS CE IN ONE WEEK

Individual Classes \$30.00 each or take the entire 30 hour program for \$250.00 paid in advance upon registering. Must attend 10 of the classes to receive 30 hours of certification. Most classes have guest speakers. Snacks & Drinks provided.

#### 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.

## CONGRATULATIONS TO OUR NEW OFFICERS & DIRECTORS FOR 2009

**JULIE VURGRINOVICH- PRESIDENT**  
**BARBARA SETTING- PRESIDENT ELECT**  
**SHARON TABOR- TREASURER**  
**LESLIE CORNICELLO-DIRECTOR**  
**JANICE STEVENS-DIRECTOR**  
**DOUGLAS BITNER- AFFILIATE DIRECTOR**

Case #16-16: Buyer Agent's Demand that Listing Agent Reduce Commission (Adopted as Case #21-17 April, 1990. Transferred to Article 16 November, 1994 as Case # 16-11. Renumbered November, 2001.)

Realtor® B contacted Realtor® A, the listing broker, and notified her that he was a buyer's agent and was interested in showing one of her listings to his client a prospective purchaser. Realtor® A made an appointment for Realtor® B and his client to view the property. Shortly thereafter, Realtor® B presented Realtor® A with a signed offer to purchase from his client which was contingent on Realtor® A's willingness to reduce his commission by the amount she had offered through the MLS to subagents and on the seller's willingness to compensate the buyer for the commission the buyer owed to Realtor® B, his agent. Realtor® A presented the offer to her client, the seller, explaining that she would not agree to reduce the previously agreed commission as specified in their listing contract.

Realtor®A then filed a complaint with the local Board charging Realtor® B with violating Article 16 as interpreted b Standard of Practice 16-16. In her complaint, Realtor® A stated that Realtor® B had interfered in her agency relationship with the seller by encouraging the buyer to condition acceptance of his offer on the renegotiation of Realtor® A's commission arrangement with her client, the seller.

Realtor® B defended his action arguing that Realtor® A's refusal to reduce her commission by an amount equal to what she had offered other brokers for sub-agency services would have placed the seller in the position of having to pay an excessive amount of commission if he had accepted the offer agreeing to contribute the buyer broker's compensation. In addition, Realtor® B felt that it was his duty to his client to get the best price for the property by encouraging the buyer to reduce the costs of sale wherever practical. The Hearing Panel concluded that Realtor® B's actions to encourage his buyer-client to pressure the seller to try to modify the listing agreement with Realtor® A was unwarranted interference in their contractual relationship.

The Hearing Panel noted that Article 16, as interpreted by Standard of Practice 16-16, required Realtor® B to determine, prior to presenting an offer to Realtor® A and her seller-client, whether Realtor® A was willing to contribute to Realtor® B's commission, either directly or by reducing the commission as agreed to in the listing contract and, if so, the terms and amount of such contributions. It was the decision of the Hearing Panel that Realtor® B had violated Article 16.

### WABOR Staff

**Karen Jones—Executive Officer**  
**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 August 14, 2008 meeting of the Warren Area Board of REALTORS®, the following items were approved and/or discussed:

- The Financial Report was accepted.
- Voted to send 3 people to mediation training
- Agreed to rent offices to Habitat for Humanity.
- Agreed to use \$9900 of the \$10,000 earmarked for the Phoenix Project on advertising.

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

## WABOR EVENTS-2008

October 9th

Board of Directors Meeting

October 17th

Lockbox Informational Meeting

Leo's Ristorante

October 20th

CRIS Board of Directors Meeting

October 21st

Dinner Meeting-President's Sales Club Awards

Stigmatized Properties CE

DiLucia's Banquet Room

October 30th

Lockbox Exchange

Metroplex

Watch your email and office communications for more information.



**CALL THE RIGHT  
NUMBER FOR ANSWERS**

**HAPPY OCTOBER  
BIRTHDAY**



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**

- |                     |                        |
|---------------------|------------------------|
| 1 Ethel Latil       | Century 21 Prestige    |
| 2 Russell Jacobson  | Stevens & Associates   |
| 3 Berry Meadows     | Digging Dirt, LLC      |
| 3 Jean Cook         | Howard Hanna Co.       |
| 5 Daniel Blair      | Real Living Volpini    |
| 5 Kathy Pease       | Farm Credit Services   |
| 6 Darryl McGuire    | Ohio Real Estate Auct. |
| 10 Carla Cicero     | Altobelli Real Estate  |
| 10 Nicole Sullivan  | Eaton Group/GMA        |
| 15 Connie Bellino   | First Place Bank       |
| 18 Pamela Politsky  | Century 21 Prestige    |
| 18 Nancy Engle      | Howard Hanna Co.       |
| 24 Karen Clower     | Cortland Banks         |
| 24 William Massucci | Wm. Zamarelli, Inc.    |
| 25 Laura Miklos     | O'Brien Real Estate    |
| 26 Lisa Miller      | Howard Hanna Co.       |
| 26 JoAnn Ude        | Real Living Volpini    |
| 27 William Rager    | Stevens & Associates   |
| 30 Sean Price       | A+ Home Inspections    |

**SAVE THOSE GREETING CARDS!!!**

Do you have a drawer full of those lovely greeting cards that you have received over the years that are too pretty to throw away, but you have no use for them? How about donating them to a worthy cause? They can be Christmas, sympathy, birthday or any occasion.

LifeLine Missions, International will utilize those cards in craft projects with the orphans in Russia. Just drop your cards off at the WABOR office and Karen will see that they are used for the children to make small trinket boxes, bookmarks or other craft projects. Karen uses all types of craft materials as she works with the orphans on her mission trips. All donations of craft items are welcomed along with Uno cards, puzzles, Frizbees, beach balls, etc.

**Congratulations to:  
Berry and Deana Meadows, of Digging  
Dirt, LLC, on the birth of their son, Ben-  
jamin Lee, born on August 5th.**

**Get well wishes to Lois Snelson who is in  
Horizon Nursing Home. Please keep her  
in your prayers.**

***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.**

**Specialist David Mickey is doing therapy 5 days a week after his last 2 surgeries. His battalion just received orders for Afghanistan for the new year. He is hoping to be healed enough to join them, but Trudy doesn't see that happening as he has months of therapy ahead of him. His spirits are still high probably due to all the kind thoughts and prayers sent on his behalf.**

**Sgt. Merle Sullivan, son of Ruth West, *former* WABOR manager, is now in the U.S. 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. Ruth's daughter, Cindy Ring needs your prayers also, as she is fighting a battle with cancer.**

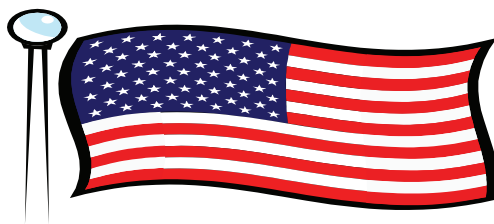
**Barbara VanDervort's son , S Sgt. Robb VanDervort is serving with the Air Force in Iraq. He would appreciate hearing from people back home. His address is: VanDervort, Robb/SSGT, 506th, ESFS/SFO Unit ID 70080, APO AE 09338.**

**Ethel Latil's has a grandson, SSgt. Bradley DeRubba serving with the Army in Kuwait, his address is: C Company 1-148INRGT, Camp Arifjahn Kuwait, APO AE09366.**

**Trudy wishes to THANK ALL OF YOU that sent cards and letters to our men and women in our armed forces this past year, and she is so grateful to all who adopted a soldier.**

**God Bless Trudy for all she has been doing for our men and women in service and their families. Great job, well done!**

**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](mailto:tmickeyhouse@gmail.com)**



# NEWS FLASHES FROM THE WABOR OFFICE!

## Lockbox Exchange

Appointment Schedule:  
October 30, 2008  
Metroplex  
1620 Motor Inn Dr.  
Girard, Ohio

9:00 AM—AAAA-BASI  
9:15 AM—BELM-CARP  
9:30 AM—CAVA-CONN  
9:45 AM—COOK-DANI  
10:00 AM—DATC-DURS  
10:15 AM—ELDE-FOLT  
10:30 AM - FONA-GILL  
10:45 AM—GLAS-HORT  
11:00 AM—HOVA-KURT  
11:15 AM—LABU-LYNC  
11:30 AM—Lunch  
1:00 PM—MALO-MCLE  
1:15 PM—MCMA-NUSK  
1:30 PM—OMEA-PILG  
1:45 AM—PIRK-RICK  
2:00 PM—ROBE-SETT  
2:15 PM—SHAF-SPEL  
2:30 PM—SPEN-TEMP  
2:45 PM—TOMA-WAGN  
3:00 PM—WALD-ZZZZ  
3:15 PM—Closed

If you cannot come at the reserved time, please try to trade with another agent.

There is an informational meeting about the different keys available on October 17, 2008 at 10:00 AM at Leo's in Howland. Representatives from Supra will be there to answer any and all of your questions and to present you with the different key options. **IF YOU HAVE NOT REGISTERED FOR THIS EVENT, PLEASE LOG ON TO [www.supraekey.com](http://www.supraekey.com) and sign up to hold your seat for this meeting.**

It is now feasible to use your Smartphone as your key if you have the Palm or Windows Mobile 5.0 or later operating system. Either key option is \$13.62 per month plus tax. If you use your Smartphone, you may want to elect eKEY Professional Service at \$24.62 per month plus tax, which allows you to search the MLS from your device, links Google maps and delivers showing details. Before the exchange, you will need to know which key you prefer.

To make your exchange on October 30, you will need to have with you:

**Your ID**

**Your DisplayKEY, cradle, and power cord**

**Your AEII boxes (one for one exchange)**

The new ActiveKEY does not require a cradle to keep itself updated, but it needs to be charged, just like your cell phone. You will receive a wall charger with your key and optional car charges will be available.

GE will be collecting the semi-annual ActiveKEY fee of \$81.72 plus tax at the exchange on October 30th. You can pay by credit or debit card.

## October is PSC Awards Month

Don't forget to sign up at your office for the President's Sales Club Awards dinner and meeting on October 21, 2008 at DiLucia's Banquet Hall. A free continuing education class on "**Stigmatized Properties**" will begin at 5:00 PM with the social hour at 6:30 PM and dinner will be served at 7:00 PM with awards presentation and a short meeting to follow. Please indicate when signing up if you are coming for the dinner only or dinner and CE.