

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

REALTOR® UPDATE

October 2009



WABOR

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

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**

**From the President's Desk – Julie Vugrinovich,
ABR**

Dear Membership,

Fall is in the air...The leaves are starting to change color...The kids are back in school... Football games are in full swing...and The Warren Area Board of Realtors® is officially "kicking off" its 2009 United Way Campaign for all Realtor and Affiliate Members. Your help is greatly needed to reach out and join forces to make an impact in our community. Whether is a \$1.00 or \$100.00, especially in this economic downturn, think about helping to make a difference. United Way is focusing and investing its worldwide outreach on Education, Health, and Income, which affects each one of us. United Way is working collaboratively to find the most effective and efficient methods to provide critical human care services locally. You may know someone who has been helped or touched by the services provided through United Way. You will also recognize some of the community investment programs that are available through United Way giving including The American Red Cross, Big Brothers, Big Sisters, Catholic Charities, Children's Rehabilitation Center, Community Solutions Association, Girl Scouts and Boy Scouts, Goodwill Industries, Salvation Army, Someplace Safe, Trumbull Mobile Meals, and YMCA/YWCA.

President Julie Vugrinovich, the 2009 Cabinet Campaign Division Volunteer for the Finance, Insurance, and Real Estate Divisions along with Pat Ballantine of South Park Title Agency, who is Chairing the 2009 WABOR Campaign this year, will be contacting a representative at each office to help with our "team effort" in collecting donations. So when Pat calls you, please say yes and help out a great cause. Be looking for current campaign information in your office mailboxes and consider making a small donation this year at your meetings. Every dollar counts and is used locally. Corporate pledges are accepted and there is also an incentive to join the CARING CLUB for \$120.00 where you receive a discount card to be used all year for local restaurants, dry cleaners, florists, pizza shops, video stores and more! Give, Advocate, Volunteer, Live United - The United Way

Many thanks to Darlene Mink-Crouse who taught a very informative and interesting "Safety in Real Estate Class" in recognition of Realtor Safety Week at our September Meeting. There is a DVD available at the Board office that can be used for office meetings or training sessions or you can log on to www.Realtor.org/Safety. Please always be aware of your surroundings and take careful precautions.

At our September meeting, attendees signed a letter to Congressman Tim Ryan regarding The Call to Action from the National Association of Realtors to extend and expand the \$8,000 First Time Home Buyer Tax Credit. Time is fast approaching for this incentive to expire.

Cynthia Carroll of Northwood Realty was installed as a new WABOR member and a Membership Questionnaire for Strategic Planning was filled out by attendees. Cards designed to send to the men and women serving our country were also passed out for a personal message to be written inside. These cards will be sent overseas to our troops along with the personal and much needed items that our members are donating throughout the year.

At our October 20th meeting to be held at Vernon's in Niles, we will be honoring and recognizing all President's Sales Club Award Winners along with a (1) Hour CE Class-Septic Issues Panel including Michele Lee of Cortland Banks, Barry Meadows of Digging Dirt, Beverly Friend of CB First Place Real Estate, and Pat Ballantine of South Park Title Agency. Jim Pirko of Howard Hanna and current WABOR Director will serve as the Moderator. Cost for Dinner and CE is \$22.00. The CE class will begin at 4:00 pm and Dinner at 6:00 pm with awards to follow. Don't miss this exciting event. David DeChristofaro, Trumbull County Engineer, will also be joining us.



Congratulations to the 2010 Slate of Officers and Directors who were elected at our September Meeting. They include President-Steve Ferree, President Elect-Andrea Lupton, Treasurer-George Reed, and Past President-Julie Vugrinovich. New Directors serving a 3 year term include Paula Lazzari, Jayne Fenstermaker, and Theresa Liguori-Thompson. Directors serving a 2 year term include Nikki Sullivan and Cheryl Stevens serving a 1 year term. Here's to a great year ahead with great leadership!

Over the last few months, we have all transitioned with the changes and updates regarding our Supra Active-Key Lockboxes. The KIMweb agent website, as well as supraekey.com website, has been completely redesigned to be more user friendly. The new name is now SupraWEB and has even better reporting tools that make it easier to see who has shown your listings, it gives and receives your feedback, and manages your key boxes. Single Sign On (SSO) has been added to the login process and you can log on with your e-mail address or something that makes sense to you other than remembering your key number and PIN to login.

Changes and improvements have also been made relating to the battery management of your lock box key. The Showing Notification ON/OFF feature enables you to extend your ActiveKey's battery life by turning off Showing Notifications on your ActiveKey. A Showing Notification is a text message that is displayed on the ActiveKey when an agent opens your Ibox at your listing. You may opt to turn off Showing Notifications on your ActiveKey if you prefer to receive their showing notifications via email, do not have active listings, or do not use the showing notifications that are sent to your ActiveKey.

With the new Quick Charge Feature it will take less time for your ActiveKey's battery to charge. Please refer to <http://www.gesecurity.com>

OAR NEWS – THE MORE YOU KNOW - Your Board Officers and State Directors recently returned from The Ohio Association of Realtors Board Meetings, Conference, and Expo in Columbus. Your voice in Real Estate is represented well and voice consistently heard on all levels and issues concerning our profession and our local area.

The Warren Area Board of Realtors surpassed **100% of its RPAC goal for 2009** again, and was presented a plaque for participation and donations by members. A petition was circulating throughout the Conference for Ohio Realtors to have a **Special Ohio REALTOR Râ License Plate** for their vehicle that will hopefully be available in 2010. It was recommended that we support the concept of statutorily authorizing the availability of specialty REALTOR license plates.

Pending Legislative Issues included:

Opposing HB 145 whereby land installment contracts, residential property, mandatory appraisal and inspection as a condition of contract execution. The rationale was that while we encourage the use of appraisals and inspections for all real estate transactions, OAR has consistently been opposed to point of sale mandates which add to transaction costs. The decision should be voluntarily entered into by the parties.

New Residential Construction "Visitability" This proposed legislation would require that all new residential construction adhere to certain visitability standards.

Appraisal Management Companies, Regulation thereof, and that we support the regulation of appraisal management companies.

Wishing you and your family a Happy Fall and Happy Halloween! A friendly reminder to turn your clock back one hour on November 1st.

Julie V.



Julie with Patsy Ballantine, our 2009 United Way Chairperson.

Housing Stats – August 2009

Existing home sales in Trumbull County including single family homes and condos for the month of August saw an increase to 132 units sold from a pace of 125 units in July 2009. This is considerably below the 162 units level posted in August 2008. The average sold price in August was \$77,950.

August 2008 had a higher average sold price of \$81,396. The average market time or days on the market for August 2009 was 108 days versus 121 days in August 2008.

Existing home sales in Mahoning County including single family homes and condos for the month of August realized an increase to 199 units sold from a pace of 178 units in July 2009, only slightly higher above the 198 units sold in August 2008. The average sold price for August came in at \$99,587 compared to July's average of \$100,378 while August 2008 average sold price was \$105,831.

The average market time for August 2009 was 102 days versus 98 days August 2008.

Existing home sales in Columbiana County including single family homes and condos for the month of August remained the same as July 2009 at 61 units total. This is slightly below the 68 units sold in August 2008. The average sold price for August 2009 was down to \$79,404 compared to \$99,368 in July 2009. August 2008 had a average sold price of \$93,598. The average market time was 110 days for August 2009 versus 117 days in August 2008.



Dan Crouse, Steve Ferrebee, Vonda Palcisco and Darlene Mink-Crouse at the September membership meeting.

Our condolences go out to Dominic Marino whose brother passed away last week.



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

AUCTIONEERS

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

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

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



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.



Julie displays WABOR history in pictures and newspaper articles.

PLEASE KEEP OUR MEN AND WOMEN IN SERVICE 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



Julie installing Cynthia Carroll

Our best wishes for a speedy recovery go out to Ed Zamarelli who is recovering from a stay in the hospital. He is currently at Gillette Nursing Home, 3310 Elm Road Warren, OH 44483. He doesn't expect to be there long, but I am sure a card or note would cheer him up.



REALTORS...A Vital Piece of the Puzzle by

Janice Theis Stevens
Coldwell Banker First Place Real Estate.



Licensed in 1991 and actively sold real estate until 1998. From 1998-2004 was in charge of company recruiting and ran the relocation department. From 2004 to 2005 was Manager of Administrative Services for the entire company. In 2005 was promoted to Trumbull County Office Manager. Has been in the real estate industry for 18 years and has been with the same company.

Member of WABOR and YCAR
Currently a Board of Director for WABOR
Currently Chairman for Installation Committee for YCAR
Chairman for the Grievance Committee
Past Chairman for RPAC
Served as Chairman for Picnic Committee for several years
Served on the Golf Outing Committee
Member of the Warren Republican Women's Club
Worked on local committees such as March of Dimes; Toys for Tots; Salvation Army and Second Harvest Food Bank

Married to Michael Stevens. Has 2 daughters, Megan and Kara and a stepson Michael.

Notes from the WABOR Office

We are fast approaching dues season again. Remember that we have a prepayment plan in place that allows you to pay ahead on your dues to ease that large bill during the holidays. And, don't forget our incentive program where you can earn credits toward your local dues. Call the office for information.



FYI-Transfer or change forms must be completed by your Broker or Office Manager within 15 days of any change in status. This includes, but is not limited to, transferring to a new company (copy of new licensing must be attached), returning license to the state, as well as changes in phone number, address, email, etc. This is our way of keeping WABOR, CRIS and SUPRA records up to date. The form is available online at www.wabor.org under the Registered User Login tab. The form can be emailed or faxed to the WABOR office.