



Emily Levitt

2026 STAR President

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STAR Monthly News

STARK TRUMBULL
AREA REALTORS®

Powering REALTORS® Across Stark, Carroll, and Trumbull Counties...

President's Message

2026 | March

March Forward with Momentum, Optimism, and a Little Luck of the Irish

As we step into March, there's a renewed sense of energy across our communities and our real estate market. Longer days, warmer weather on the horizon, and the traditional start of the spring market bring fresh opportunities for buyers, sellers, and REALTORS® alike.

This is a season of movement – and all signs point to a strong and active market ahead in Stark and Trumbull Counties.

A Market Full of Opportunity

While headlines often focus on national trends, what we continue to see locally is encouraging:

- Buyer demand remains steady and motivated
- Well-prepared and well-priced homes are selling successfully
- Inventory remains limited, supporting home values
- Families continue choosing our communities as places to live, work, and grow

This is a smart market – one that rewards preparation, strategy, and professional guidance. And once again, REALTORS® are proving to be the key to helping consumers navigate it with confidence.

Feeling the Luck – and Creating It

March also brings St. Patrick's Day, a time to celebrate community, connection, and a little Irish cheer. While we all enjoy the fun and festivities, we know that success in real estate isn't about luck alone – it's about dedication, relationships, education, and consistency.

That said, there's something special about the momentum we're feeling right now. When preparation meets opportunity, great things happen – and that's exactly where our members stand as we head into the heart of the spring market.

The Strength of Our REALTOR® Community

Every day, you are:

- Helping clients make some of the biggest decisions of their lives
- Supporting local businesses and neighborhoods
- Strengthening our regional economy
- Upholding the professionalism and ethics that define the REALTOR® brand

Your commitment makes a lasting impact far beyond each transaction.

Looking Ahead With Confidence

As we move through March and into the busy months ahead, I encourage each of you to:

- Stay connected to your clients and your databases
- Continue investing in your education and skills
- Lean into the support of your Association
- Embrace the opportunities this market is presenting

There is so much to be optimistic about – and even more to look forward to. Thank you for all that you do for your clients, your communities, and our profession. It is truly an honor to serve you as President.

Wishing you a successful spring season – and maybe a little extra luck along the way!

With gratitude and positivity,

Emily Levitt

President, Stark Trumbull Area REALTORS®



Classes & Events

MARCH

- MAR 10 [REGISTER NOW](#)
STARK Shaker at M Bar
5260 Dressler Rd, Canton OH 44718
- MAR 13 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- MAR 16 [REGISTER NOW](#)
Well & Septic | 1 Hour Elective CE 10:00 am - 11:00 am
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- MAR 17 [REGISTER NOW](#)
Social Media and AI | 2 Hour Elective CE 10:00 am - 12:00 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- MAR 19 [REGISTER NOW](#)
MLS NOW CE | Real Reports 1:30 pm - 3:30 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- MAR 23 [REGISTER NOW](#)
FinCEN Lunch & Learn | 1 Hour Elective CE 12:00 pm - 1:30 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- MAR 25 [REGISTER NOW](#)
WCR Mixology Mixer | 3:00 pm -5:00 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

APRIL

- APR 1 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- APR 3 STAR OFFICES CLOSED | Good Friday
- APR 6 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- APR 16 [REGISTER NOW](#)
MLS NOW CE | CMA 1:30 pm - 3:30 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- APR 23 [REGISTER NOW](#)
CORE LAW CE | 9:00 am - 12:00 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

MAY

- MAY 4 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- MAY 6 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- MAY 8 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- MAY 21 [REGISTER NOW](#)
MLS NOW CE | Listing Input 1:30 pm - 3:30 pm
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- MAY 25 STAR OFFICES CLOSED | Memorial Day



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A Note from the CEO

CEO Update: Important Regulatory & Local Issues Impacting Real Estate in 2026

As REALTORS, staying ahead of regulatory changes and local issues is critical to protecting both your clients and your business. Several important updates from Ohio REALTORS, federal regulators, and our own local communities are shaping how we practice real estate in 2026.

Fair Housing Compliance – New Ohio Requirement

Beginning **April 3, 2026**, Ohio licensees representing sellers will be required to present and obtain a signed **Fair Housing Disclosure Form prior to marketing or showing a residential property**. This new state-mandated form is designed to educate sellers on federal and state fair housing laws and reinforce that discrimination in housing is illegal. REALTORS? must ensure this form is completed early in the listing process to remain compliant.

FinCEN Rule – Federal Reporting Begins March 1

A major federal change took effect **March 1, 2026**, through the Financial Crimes Enforcement Network (FinCEN). Certain **all-cash residential transactions involving LLCs, corporations, or trusts** must now be reported to the federal government to increase transparency and combat money laundering. While title companies and settlement agents will typically handle reporting, REALTORS? should anticipate additional documentation requirements that may impact timelines at closing. Understanding this rule will help prevent unexpected delays for your buyers and sellers.

Local Township Water Service Concerns

Closer to home, ongoing **water service and infrastructure discussions within our townships** continue to affect property owners, development decisions, and long-term housing growth. Access to reliable water service directly impacts property values, new construction opportunities, and consumer confidence. STAR leadership, alongside our Government Affairs representatives, remains actively engaged in monitoring these discussions and advocating for solutions that protect private property rights and responsible community growth.

The real estate industry continues to evolve through increased compliance, transparency, and local advocacy. These changes reinforce the value of working with a REALTOR? who understands both regulation and community impact.

As your CEO, I encourage you to stay informed, attend upcoming STAR education opportunities, and continue leading consumers through these changes with professionalism and confidence.

Collene Burgess, CEO



Collene Burgess
Chief Executive Officer

cburgess@star.realtor
office: (330) 494-5630



STAR

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5:00 pm - 7:30 pm

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Rumble in Trumbull

at Cork & Cap

3225 Elm Rd NE
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**Tuesday, February 24:
"Trivia Night"**

After Dark in Stark

at MBAR in Canton

5260 Dressler Road
Canton, OH 44718

**Tuesday, March 10
Tuesday, October 27:
"Halloween Karaoke"**



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Each Class is Offered for
2 Hours Elective CE Credit EXCEPT
Listing Input.



1:30pm - 3:30pm

at Stark Trumbull Area REALTORS®

7110 Whipple Avenue NW, Suite B, North Canton, OH 44720

January 22: Listing Input

The Matrix Listing Input class should be taken by those who have broker permission to input listings. This class will go over how to properly use the input portion of Matrix while following MLS Now rules.

February 19: My Matrix and More

Explore the My Matrix tools, including custom headers and grids, personalized email signatures with photos and links, speedbar shortcuts, team settings, hot sheets for market tracking, and portal notifications to monitor prospect activity.

March 19: Real Reports

Real Reports consolidates tax records, public data, and property insights into a single platform—eliminating the need to jump between multiple systems. The AI-powered features help you translate raw data into client-ready insights, positioning you as the local expert.

April 16: CMA

Learn how to find comps using radius or map searches and create a CMA package with customizable reports, cover pages, and stats—saved under the contact for easy editing, printing, or emailing anytime

May 21: Listing Input

The Matrix Listing Input class should be taken by those who have broker permission to input listings. This class will go over how to properly use the input portion of Matrix while following MLS Now rules.

***Rayse: Showcasing Your Value as a REALTOR®**

Rayse is the all-in-one platform that helps agents deliver the transparency and professionalism today's buyers and sellers expect. You've seen how it works for buyers—now discover the new seller experience with tools like the Seller Services Presentation, Seller Journey, and enhanced reporting. These features make it easy to demonstrate your value from listing to closing.

To learn more, please allow 15 minutes after your class for a brief lesson.

MLS NOW LEARNING

Well and Septics

1 Hour Continuing Education Course

MONDAY March 16, 2026

10:00 am to 11:00 am at the STAR Office
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

Join Glenn Sanders and Pillar to Post to cover Well & Septics in the surrounding areas! Perfect elective CE for Realtors® who are wanting to learn more!

Register Here Today!



QUESTIONS? Contact Maggie McAbier
maggie@STAR.Realtor | 330-494-5630

Glenn Sanders
Team Lead & Home Inspector

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- Video Marketing
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WHEN:

Tue, Mar 17, 2026, 10AM EST

Check-In Opens at 9:30am

WHERE:

**Stark Trumbull Area REALTORS®
7110 Whipple Ave NW, Suite B
North Canton OH 44720**

REGISTER NOW





Lunch & Learn FinCEN for Realtors

MONDAY March 23, 2026

**12:00 pm to 1:30 pm at the STAR Office
7110 Whipple AVE NW, Suite B, North Canton, OH 44720**

Breaking News: Policy Shift

Hear from Fulton Title as they discuss the new FinCen rule impacts, compliant closing steps and client education and risk!

Register Here!



The new FinCEN Policy goes into effect March 1, 2026 - are you ready?

**QUESTIONS? Contact Kayla
Hindrak | 330-471-1800**

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Wear your greenest of greens and get ready to Shake your Shamrocks at this networking event full of fun, frolic and lots of good luck.



PARTY DETAILS

Wednesday, March 25th | 3-5PM
STAR Office: 7110 Whipple Ave NW

\$15 Member | \$25 Non-Member
Includes WCR Shaker Set
Cocktails & Snacks



CONTINUING EDUCATION

3-Hour CORE LAW



"Ohio Real Estate Core Law: Mastering Legal Compliance and Best Practices"

THURSDAY

April 23, 2026

9:00 AM to 12:00 PM
at the STAR Office and
Via ZOOM

7110 Whipple Ave NW, Suite B,
North Canton, OH 44720

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members
Registration Open to All!

Credit:

This course is certified for 3 hours of State Required CORE LAW credit for Ohio Licenceses.

Per ODRE requirements, attendees must be present 90% of the program.

You will be charged a \$20 No Show Fee if you do not cancel your reservation 24 hours prior to the event per STAR Policy.

QUESTIONS? Contact Maggie McAbier
maggie@STAR.Realtor | 330.494.5630

SIGN UP TODAY!



Instructor: Jamie Haren

www.STAR.Realtor

March 2026 GAD Report

Canton City Water Servicing Surrounding Townships

Canton City passed an emergency ordinance on February 23, 2026, which stated: "The owner of property requesting municipal water and sewer services to property outside the corporate limits of the City shall comply with the following prior to receiving municipal services:"

a) Execute an agreement to annex the property to the City or a petition for annexation to the City as determined by the City. The Director of Public Services may issue a waiver of the annexation requirement; however, Council must be notified of any waiver and may deny it by a two-thirds vote of all Council members.

b) Compliance with the zoning regulation of the governmental unit in which the property is located, unless the property is subject to annexation by the City. If the property is subject to annexation by the City, City zoning regulations shall apply. All properties within the

boundaries of the City's defined water and sewer districts are deemed to be subject to annexation unless they are geographically exempt from annexation pursuant to a written agreement between the City and another political jurisdiction.

STAR's legal counsel is working on a disclosure for Brokers and Agents to provide to consumers. This document will be available by March 6, 2026.

In the meantime, STAR is working with local leaders to help resolve this issue as we know it has negatively impacted buyers and sellers. We will keep everyone updated as we learn more and navigate through this together.



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Rich Cosgrove
Government Affairs Director

Contact for: Legislative Affairs, RPAC

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Danette Stone - Title Processing
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Attorney Michael Gruber
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Attorney David Thomas
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Monthly Market STATS

January 2026

[CLICK HERE](#) to check out our Blog for shareable assets and watch social media for February STATS soon!

Market UPDATE

STARK COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
344



SOLD Listings
203



Average SALE Price
\$247,960



Average MARKET TIME
42 Days

JANUARY 2026

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Market UPDATE

CARROLL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
15



SOLD Listings
21



Average SALE Price
\$225,138



Average MARKET TIME
87 Days

JANUARY 2026

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Market UPDATE

TRUMBULL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
121



SOLD Listings
105



Average SALE Price
\$181,131



Average MARKET TIME
54 Days

JANUARY 2026

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Membership Report February 2026

New Salespersons

Pamela Arrington, *KW Legacy Group*
 Melissa Elrod, *Market & Main Realty*
 Felicity Adkins, *KW Chervenik*
 Pamela Huckins, *EXP Realty*
 Christina Murphy, *EXP Realty*
 Alissa Lingenhoel, *KW Chervenik*
 Dylan Kamerer, *KW Chervenik*
 Benjamin James, *KW Legacy Group*
 Jarod Limbach, *Kiko*
 Karrin Stephens, *BHHS Stouffer*
 Shawn Kunkle, *BHHS Stouffer*
 Joshua Schen, *KW Legacy Group*
 Emily Palloto, *KW Chervenik*
 Vickie Kasunick, *KW Legacy Group*
 Robin Hansen, *KW Legacy Group*

Office Transfers

Deborah Oberlin, *XRE Realty*
 Anthony Harbert, *Real of Ohio*
 Christina Mook, *Selling Ohio*
 Sandra Doppelheuer, *KW Chervenik*
 Kathryn Murphy, *KW Legacy Group*
 Amie Hicks, *KW Legacy Group*

Transfers from Another Board

Carl Ervin
 Alejandro Preza Razo
 Melinda Stewart
 Tiffany Templeton

Dropped Members

Zachary Moore
 Michaela Alayamini
 Jarvis Fentress
 Alyssa Garcia
 Alexia Potts
 Jody Myers
 Mark Kovac
 Taylor Kerstetter
 Tiffany Birmingham
 Carleigh Loudon
 Connie McCarty
 Adam Barry
 Amie Demrovsky
 Marco Matulich
 Autumn Zerbe
 Nancy Haidet
 Nancy Jackson
 Richard Jackson
 Jordan Howell

Dropped Members Cont.

Catrina Ellis
 Brianne King
 Nathan Serafini
 Kamari Foster
 Jay Cutler
 Jacqueline Curran-Vason
 Leigh Harris
 Erin Holb
 Debra Gulling
 Susan Altier
 Linda Combs

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Candice Likely, Administrative Assistant

Contact for: Membership & Dues Inquiries,
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Orientation Dates

Thursday, February 26
Thursday, June 4
Thursday, September 24
Thursday, November 12



Sign-Up TODAY!

Second Century Ventures Secures Strategic Partnership with Abu Dhabi's ADRES to Drive Technology Adoption Across a High-Growth Real Estate Market

Published February 17, 2026 | NAR Newsroom

CHICAGO (February 17, 2026) - [Second Century Ventures](#) (SCV), the strategic investment arm of the National Association of REALTORS®, today announced a strategic partnership with [Advanced Real Estate Services](#) (ADRES), the technology arm supporting real estate transformation across Abu Dhabi, Sharjah, ADGM and other UAE partners. SCV operates [REACH](#), the world's leading real estate technology scale up program for companies delivering innovation across the global property ecosystem. This alliance formalizes SCV's role as a strategic innovation partner within one of the world's fastest growing real estate economies.

The announcement follows the official launch of the inaugural REACH Middle East cohort, a group of high growth companies from across the region selected to drive innovation across the real estate value chain. Together, the debut of this cohort and the alliance with ADRES marks a major acceleration of SCV's presence in the Gulf Cooperation Council (GCC), as the region advances more than \$3 trillion in giga projects and large-scale urban developments.

Under the partnership with ADRES, SCV may serve as a strategic advisor to future innovation forums or initiatives, helping guide the selection and deployment of technologies supporting smart city infrastructure and next generation urban development. The collaboration explores the potential creation of controlled pilot environments designed to fast track the adoption of advanced solutions—such as digital twins, AI driven valuation tools, and other frontier technologies—providing SCV portfolio companies with a unique environment to test, scale, and localize their offerings across the MENA region.

"Second Century Ventures has always been focused on defining the future of the world's largest asset class," said Dave Garland, Managing Partner of Second Century Ventures and REACH. "Our alliance with ADRES is a powerful expression of that mission. By building a bridge between our global portfolio and Abu Dhabi's visionary leadership, we are opening a significant new market for our companies while supporting the UAE's digital transformation



agenda. We are not just watching the future of real estate unfold in the Middle East—we are helping to design and deliver it."

"To achieve our ambitions for digital excellence and urban efficiency, we need partners who truly understand the global pulse of innovation," said Moath Maqbol, General Manager of ADRES. "Second Century Ventures brings unmatched domain expertise and a proven record of identifying technologies that create real value. We look forward to working closely with their team and portfolio companies to import, adapt, and implement solutions that will drive measurable benefits for investors, developers, government stakeholders, and residents across the region."

About Second Century Ventures & REACH

Second Century Ventures (SCV) is the most active global venture fund in real estate technology. Backed by

Second Century Ventures Secures Strategic Partnership Cont...

the National Association of REALTORS®, SCV leverages the support of a global community of real estate practitioners, including owners, operators, developers, brokers and industry executives to help technology companies scale. SCV operates REACH, the number one real estate scale up program, with operations across the United States, Australia, Canada, the United Kingdom, Latin America, and the Middle East.

About the National Association of REALTORS®

The National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict [Code of Ethics](#). For free consumer guides about navigating the homebuying and selling transaction processes - from written buyer agreements to negotiating compensation - visit [facts.realtor](#).

About ADRES

Advanced Real Estate Services (ADRES) is a PropTech venture builder based in Abu Dhabi that supports the digital transformation of government and private-sector entities within the real estate ecosystem in the United Arab Emirates. ADRES works with its partners to advance urban development, operational efficiency, and property investment through the adoption of best-in-class technologies.



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