

*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



### A Season of Gratitude: Giving Thanks for the REALTOR® Profession

As we enter the season of giving thanks, it's a great time to reflect on what makes being a REALTOR® such a rewarding career. Real estate is about more than buying and selling homes. It's about building relationships, helping people through important life changes, and making a difference in the communities we serve.

One of the greatest benefits of this profession is the flexibility it provides. We have the opportunity to build our own schedules, set personal goals, and create a career that works around our lives. Whether it's attending a family event, taking an afternoon off, or simply having more control over our day, that independence is something worth appreciating. Of course, flexibility comes with responsibility, and our clients often need us outside of traditional business hours. But having the ability to build a business on our own terms is something special.

There is also plenty happening in Ohio's real estate market. Recent statewide numbers show home prices continuing to rise, while sales have slowed slightly and inventory has gradually increased. With affordability, interest rates, and housing availability continuing to shape the market, REALTORS® play an important role in helping buyers and sellers navigate their options. Staying informed, continuing our education, and adapting to industry changes will remain important as we move into another year.

We should also take time to appreciate the people who make this profession possible. From fellow REALTORS® and brokerage colleagues to our affiliate partners, lenders, inspectors, and title companies, this industry is built on teamwork and relationships.

This Thanksgiving season let's be thankful for the opportunities, independence, friendships, and experiences that come with being a REALTOR®. Even when the market brings challenges, we have a career that allows us to grow, connect, and make a difference every day.
From all of us at STAR, we wish you and your families a wonderful Thanksgiving filled with happiness, gratitude, and time spent with those who matter most!

Emily Levitt
2026 STAR President

**www.Star.Realtor**

# Classes & Events

## NOVEMBER

NOV 12 REGISTER NOW
New Member Orientation | 2:00 PM - 3:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

NOV 12 REGISTER NOW
WCR Installation | 11:30 AM - 2:00 PM
La Pizzaria | 3656 Dressler Rd NW, Canton, OH 44718

NOV 13 Affiliate Committee | Staff Liaison: Collene Burgess / Maggie McAbier

NOV 13 REGISTER NOW
Morning Mixer | 9:00 AM - 11:00 AM
UnionPark Coffee & Cocktails | 4700 Everhard Rd NW Canton, OH 44718

NOV 26-27 STAR OFFICES CLOSED | Thanksgiving Break

## DECEMBER

DEC 2 Leg. Affairs / RPAC Committee | Staff Liaison: Rich Cosgrove

DEC 3 REGISTER NOW
YPN Kick Off | 5:00 PM - 7:30 PM
Magic Tree | 7463 South Ave, Boardman, OH 44512

DEC 11 Affiliate Committee | Staff Liaison: Collene Burgess / Maggie McAbier

DEC 12 REGISTER NOW
Breakfast with Santa | 9:00 AM - 12:00 PM
MAPS Air Museum | 2260 International Parkway, North Canton, OH 44720

DEC 24-25 STAR OFFICES CLOSED | Christmas Holiday

DEC 31 STAR OFFICES CLOSED | New Years Holiday

## JANUARY

JAN 1 STAR OFFICES CLOSED | New Years Holiday

JAN 4 Growth & Connection Committee | Staff Liaison: Maggie McAbier

JAN 6 Leg. Affairs / RPAC Committee | Staff Liaison: Rich Cosgrove

JAN 8 Affiliate Committee | Staff Liaison: Collene Burgess / Maggie McAbier

JAN 14 REGISTER NOW
2027 President's Installation | 4:00 PM - 6:00 PM
Hall of Fame Village |

JAN 18 STAR OFFICES CLOSED | Martin Luther King Day

JAN 21 REGISTER NOW
MLS NOW CE: Buyer Basics | 1:30 PM - 3:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720


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# *A Note from the CEO*

## Looking Ahead to 2027



**Collene Burgess**
*Chief Executive Officer*
cburgess@Star.Realtor
office: (330) 494-5630

As we approach the end of another year, I want to share a few important reminders and thoughts as we look ahead to 2027.

### 2027 Membership Dues

The 2027 National Association of REALTORS® and Ohio REALTORS® dues will be billed during the **first week of November** and are due by **January 4, 2027**. A $25 late fee will be applied to any unpaid dues after that date.

We would greatly appreciate members paying their dues online by credit card rather than mailing a check. Online payments go directly to Ohio REALTORS® and the National Association of REALTORS® and are easily tracked and posted through the M1 membership system. This helps ensure payments are processed accurately and promptly.

### Less Is More – Making 2027 Count

As we begin planning for 2027, I've been thinking about how we can make our events more meaningful and encourage greater participation. I truly believe that sometimes **less is more**. Rather than filling our calendars with event after event, maybe it's time to focus on fewer events that make a bigger impact.

We all have busy lives. Between events hosted by your local association, your brokerage, other organizations, and your personal and family commitments, it's easy to feel overwhelmed. The last thing we want is for our members to feel inundated with activities or feel like they have to choose between everything.

With over 1,400 members, it can be frustrating when our staff and volunteers spend countless hours planning an event and only 10 people attend. That's discouraging, especially when so much time, effort, and sometimes money goes into making these events possible.

I also believe we need to take our leadership and committee responsibilities seriously. When you volunteer to serve on the Board of Directors or a committee, you're making a commitment to the association. That includes supporting the events and activities your committee works so hard to organize. It's especially disappointing when those involved in planning an event aren't there to support it.

Of course, we understand that no one can attend everything, nor should they be expected to. But showing up when you can, especially when you've committed to serving, really does matter.

My hope for 2027 is that we focus on quality over quantity. Let's plan fewer events, make them bigger and better, and give our members something they genuinely look forward to attending. Let's be more intentional with our time, resources, and energy.

STAR is only as strong as the members who choose to be involved. I appreciate everyone who continues to give their time and support, and I hope we can work together to make 2027 a year of stronger participation, meaningful connections, and events that truly make an impact.

Collene Burgess
Chief Executive Officer
Stark Trumbull Area REALTORS®

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# 2027 OFFICER INSTALLATION



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President Elect



Amanda Mercier
First Vice President



Stephanie McMillen
Programs Director



Mary Hogue Scott
Membership Director



Beth Campbell
Treasurer

## NOVEMBER 12 2026

## PAST PRESIDENTS LUNCHEON & AWARDS

LaPizzaria
11:30AM-2:00PM
3656 Dressler Rd NW, Canton

$25/Person, Free for Past Presidents
Register at https://wcrstark.org/events/
RSVP to Nicole Hatfield, 330-704-5159
nicolehatfield@howardhanna.com




STARK TRUMBULL AREA REALTORS®

## 9:00 am - 11:00 am
## Complimentary Coffee and Pastry

Join the STAR Affiliates for a Fun and Relaxing Networking Event!
FREE for STAR REALTOR® Members

## Morning Mixer in Stark
### at UnionPark Coffee and Cocktails in Canton

4700 Everhard Road NW
Canton, OH 44718

**Friday, May 8**
**Friday, November 13**

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STARK TRUMBULL AREA REALTORS®
STAR YPN KICKOFF
Celebration!
Celebrate the Relaunch of YPN!
Thursday, December 3, 2026
5:00 – 7:00 PM
Magic Tree
7463 South Avenue, Boardman, OH 44512
Join us to connect, network, and celebrate the relaunch of STAR's Young Professionals Network.
1 FREE DRINK TICKET
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Questions? Contact Collene Burgess, STAR CEO | (330) 494-5630 | cburgess@STAR.Realtor



# FREE
## Annual Event
for STAR Members
& their Families

# Breakfast with Santa

Sponsored by the Stark Trumbull Area REALTORS® Affiliate Commitee

## Sat, December 12 at Maps Air Museum

2260 International Parkway, North Canton, OH 44720

**ACCEPTING DONATIONS on behalf of the National Guard and Toys for Tots.**
We will be collecting canned goods and pantry items for the National Guard. Along with new toys for kids 0-12 for Toys for Tots. Anything ranging from building blocks, sensory books, baby dolls, playhouses, Lego sets, puzzles, sports equipment, Bluetooth speakers, headphones, backpacks, and anything else you may think a child would like to have.

**Reservations Required NO WALK-IN'S ALLOWED!**
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**Kids bring your Letters for Santa!**

**www.STAR.Realtor**

**Beginning at**
**9:00 am**
Registration

**9:30 - 10:30**
Hot Breakfast with Santa

**10:30 - 12:00**
Crafts, Visit with Santa

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STARK TRUMBULL AREA REALTORS®

# 2027 INSTALLATION of Officers and Directors Awards Ceremony

## Scott Killy

2027 STAR President

**THURS Jan 14, 2027**
**4:00 PM to 6:00 PM**

**Tom Benson Hall of Fame Stadium Club**

*2331 17th Street NW Canton OH 44708*

***4:00 pm Cash Bar***

***4:30 pm Hors d'oeuvres***

***5:00 pm Installation***

Find an Affiliate for a FREE Drink Ticket!

***FREE for STAR Members***

***$15 for Non-Member Guests***

**REGISTER ON OUR WEBSITE TODAY!**

***Join us for the Installation of our STAR President.***
***We will also honor Special Award Winners!***

**2026 REALTOR® of the Year**
**2026 Affiliate of the Year**
**2026 Lifetime Achievement Award**

*Questions? Contact Collene Burgess, STAR CEO*
*(330) 494-5630 or cburgess@STAR.Realtor*

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## *November 2026 GAD Report*

Protecting Agents' Independent Contractor Status

A bipartisan bill introduced in the Senate would clarify that real estate professionals and direct sellers qualify as independent contractors under the Fair Labor Standards Act, aligning labor law with existing federal tax treatment. The Direct Seller and Real Estate Harmonization Act follows House action on companion legislation. Advocating for its advancement, NAR Executive Vice President and Chief Advocacy Officer Shannon McGahn says the new measure would reduce regulatory uncertainty, protect the independent contractor model used by most NAR members, and preserve the flexibility that has long been a hallmark of the profession. Read the full article here.






**Rich Cosgrove**
***Government Affairs Director***
Contact for: Legislative Affairs, RPAC

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# Monthly Market STATS

September 2026

CLICK HERE to check out our Blog for shareable assets and watch social media for October STATS soon!




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# Membership Report October 2026

## New Salespersons

Jeremy Knowles, *Cutler Real Estate*
Dawn Tyburk, *Cutler Real Estate*
Keasia Bell, *KW Chervenic*
Isaiah Kelley, *KW Legacy Group*
Nicholas Pietrangelo, *KW Legacy Group*
Suzanne DeHoff, *KW Legacy Group*
Scott Kiko, *Kiko*
Christa Delaney, *KW Legacy Group*
Cynthia Franz, *KW Legacy Group*
Michael Metko, *Kiko*
Polly Kondrat, *KW Chervenic*
Lydia Hoffman, *EXIT Realty GPS*

## New Secondary Member

Jan McInturf, *McInturf Realty*
Charles Dean, *Huff Realty*

## New Secondary Office

McInturf Realty, *Jan McInturf*
Huff Realty, *Charles Dean*

## Office Transfer

Ron Ho, *Selling Ohio*
Chance Schrecengost, *HomeSmart Real Estate*
Veronica Day, *McInturf Realty*
Carol Dalton, *Re/Max Edge*
Edward VanCise, *Howard Hanna*
Jayden Taylor, *Chervenic Realty*
Jessica Conrad, *The Agency Cleveland Northcoast*

## Transfers from Another Board

Denise Canacci
Lauren Yohman
Kimberly Rofe

## Affiliate Members

Kim Ricci, *GO Mortgage*
Anders Bengtson, *Honey Suite*
Jason Rister, *Strategic Air Captures*

## Dropped Members

Macey Hull
Alexis Howell
Dane West
Britany Morgan




## Meet Our Multilingual Members

**Contact STAR for More Information**

Antonio Valdez – Spanish
Christina Murphy – ASL
Sandy Rains - Greek



**Candice Likely, *Administrative Assistant***

Contact for: Membership & Dues Inquiries, FOREWARN, Supra

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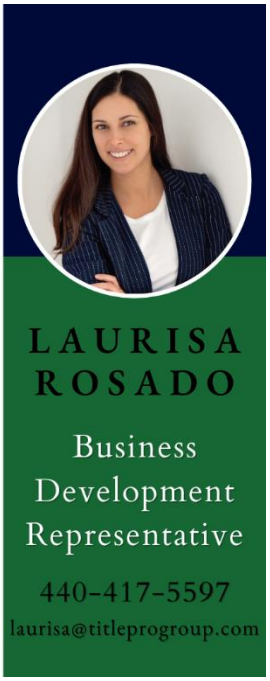
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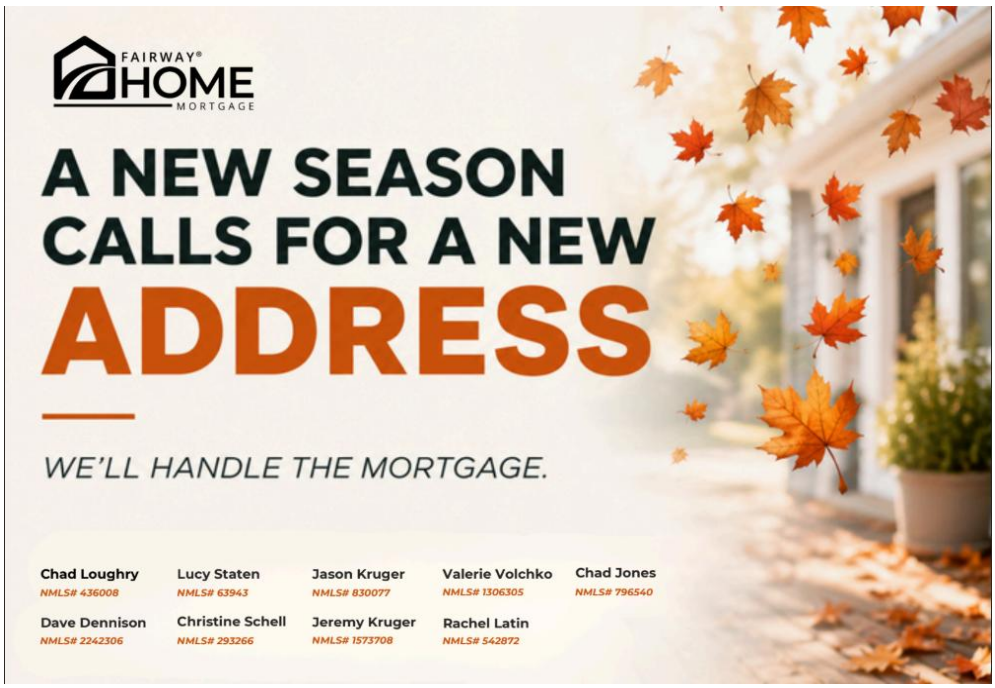
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**Orientation Dates**

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

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# Pending Home Sales Decreased 7.3% in September

Published October 20, 2026| NAR Newsroom

WASHINGTON (October 20, 2026) – Pending home sales in September decreased by 7.3% month-over-month and 11.3% year-over-year, according to the National Association of REALTORS® Pending Home Sales report. The report helps the real estate ecosystem—including agents, homebuyers and sellers—better understand the housing market by providing data on the level of home sales under contract.

Month-over-month pending home sales declined in all four major U.S. regions. The West had the largest decrease, followed by the South, Midwest and Northeast. Year-over-year pending home sales also declined in all four regions.

"Market conditions weakened in September due to fast-rising mortgage rates," said NAR Chief Economist Dr. Lawrence Yun. "Although job growth and income gains can support home purchases, housing affordability is more affected by changes in mortgage rates."

"Given that mortgage rates have already risen much more than the Federal Reserve's short-term interest rate hikes, mortgage rates could be topping out," Yun said. "However, increasing energy prices and the resulting inflationary pressure are highly uncertain."

"Despite the difficulty of obtaining a mortgage, the limited number of distressed properties is ensuring steady home prices," Yun added. "Buyers and sellers may simply be holding back until mortgage rates move favorably."

### September 2026 National Pending Home Sales

- 7.3% decrease month-over-month
- 11.3% decrease year-over-year

### September 2026 Regional Pending Home Sales

#### Northeast

- 4.2% decrease month-over-month
- 9.4% decrease year-over-year

#### Midwest

- 6.5% decrease month-over-month
- 8.7% decrease year-over-year

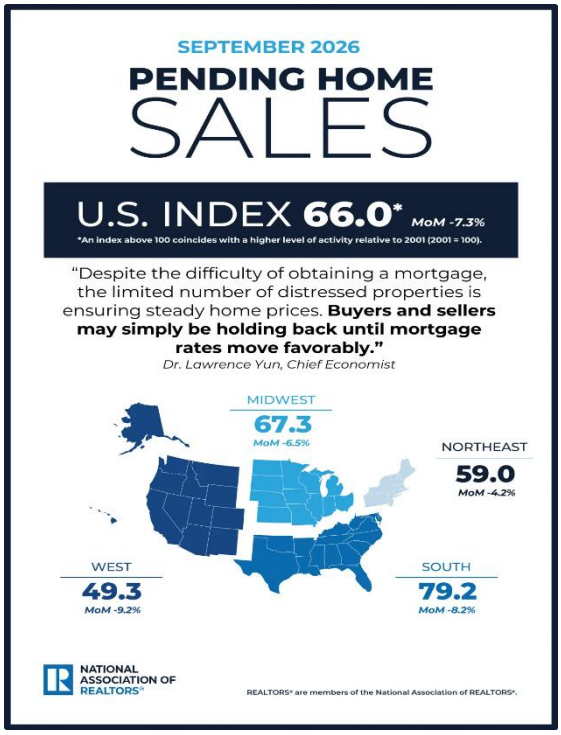
#### South

- 8.2% decrease month-over-month
- 12.0% decrease year-over-year

#### West

- 9.2% decrease month-over-month
- 15.0% decrease year-over-year

At the local level, pending home sales fell year-over-year even in the strongest markets. Among the 50 largest metro areas, the following 10 markets posted the smallest annual declines in pending home sales, according to data from Realtor.com® Economics:




1. Nashville-Davidson-Murfreesboro-Franklin, TN (-2.0%)
2. Hartford-West Hartford-East Hartford, CT (-2.1%)
3. San Francisco-Oakland-Fremont, CA (-3.5%)
4. San Jose-Sunnyvale-Santa Clara, CA (-4.6%)
5. Buffalo-Cheektowaga, NY (-5.6%)
6. Richmond, VA (-5.8%)
7. Austin-Round Rock-San Marcos, TX (-5.9%)
8. Pittsburgh, PA (-6.2%)
9. Memphis, TN-MS-AR (-6.3%)
10. San Antonio-New Braunfels, TX (-7.1%)

### 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.

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