



Amy McConnell
2025 STAR President

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STAR Monthly News

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

President's Message

2025 | April

Join STAR's Growth & Outreach Committee for an Impactful Event: "Bed & Breakfast (and Lunch Too!)"

Are you ready to make a difference in the lives of children in need? STAR is excited to announce a new and meaningful way to give back to our community. On May 21, 2025, from 9 AM to 2 PM, we're replacing our annual Breakfast at the Park with something even more impactful—our "Bed & Breakfast (and Lunch Too!)" Volunteer & Sponsorship Event!

We are partnering with the Trumbull County chapter of Sleep in Heavenly Peace (SHP), a national 501(c)3 organization dedicated to ensuring that no child sleeps on the floor. Right now, 482 children in Trumbull County do not have a bed to call their own. We have the power to change that, but we need YOUR help!

Two Ways to Get Involved

1. The Broker Challenge - Rally Your Team & Sponsor a Bed!

Are you ready for a little friendly competition? Gather your brokerage and take on the challenge to sponsor the most beds at \$100 per bed. Every bed sponsorship provides a child with a safe and comfortable place to sleep, complete with a mattress, bedding, and a pillow.

The brokerage that sponsors the most beds will win a FREE lunch for your office (up to \$500 value)! Step up, challenge your peers, and make an incredible impact!

2. Build Day Crew - Roll Up Your Sleeves and Join Us!

Looking for a hands-on way to give back? Join us on Build Day to help assemble beds for children in need! No experience? No problem! All tools and materials will be provided, and our SHP partners will guide you through the process.

In addition to the rewarding experience of building beds, all volunteers will enjoy breakfast, lunch, drinks, and a FREE STAR SHINE T-shirt, courtesy of the STAR Affiliate Committee.

Why This Matters

Every night, hundreds of children in our own community are going to sleep on the floor, on couches, or in unsafe sleeping arrangements. Something as simple as a bed can make a world of difference for a child's well-being, self-esteem, and ability to focus in school.

Sleep in Heavenly Peace has already changed the lives of so many children, and now it's our turn to step up and help. By sponsoring a bed or participating in Build Day, you're giving a child more than just a place to sleep—you're giving them comfort, security, and hope for a brighter future.

How to Sign Up

We need YOU to make this event a success! Whether you're signing up as a brokerage to sponsor beds or volunteering to build, your contribution will leave a lasting impact.

To sponsor a bed or register for Build Day, [Insert link].

Let's come together as a STAR community and show what real estate professionals can do when we work together for a great cause. Let's build beds, build community, and build brighter futures!

We can't wait to see you there!

Amy



While you find the home you love, we're here to help finance it!

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Classes & Events

Scroll through the newsletter for FLYERS for all our events which provide the MOST INFO for you!

APRIL

- APR 7 Growth & Connection Committee | Staff Liaison: [Trisha Adams](#)
- APR 9 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- APR 10 YPN Committee | Staff Liaison: [Candice Likely](#)
- APR 11 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Trisha Adams](#)
- APR 18 OFFICES CLOSED | Good Friday
- APR 22 [REGISTER NOW](#)
Trumbull County Shaker at Cork & Cap
- APR 25 STAR OFFICE CONSTRUCTION BEGINS
Offices Closed to Walk-in Visits – Please Contact Us if you need to schedule an in person appointment.
- APR 25 [REGISTER NOW](#)
ZOOM Continuing Education Class | 3 Hour CORE LAW

MAY


- MAY 5 Growth & Connection Committee | Staff Liaison: [Trisha Adams](#)
- MAY 6 [REGISTER NOW](#)
Stark County Shaker at MBar
- MAY 8 YPN Committee | Staff Liaison: [Candice Likely](#)
- MAY 9 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Trisha Adams](#)
- MAY 14 [REGISTER NOW](#) on our Givesmart Site
Annual RPAC Auction in Warren
- MAY 21 [REGISTER NOW](#)
BED & Breakfast Volunteer & Fundraising Event
- MAY 26 OFFICES CLOSED | Memorial Day

JUNE

- JUNE 9 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- JUNE 11 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- JUNE 12 YPN Committee | Staff Liaison: [Candice Likely](#)
- JUNE 13 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- JUNE 19 OFFICES CLOSED | Juneteenth
- JUNE 26 ZOOM Ethics CE Class – Information coming soon!



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BED & BREAKFAST

(LUNCH TOO!)



VOLUNTEER, DONATE, and SHINE
with STAR as we Raise Funds to
Sponsor and Build Beds for Kids!



SLEEP IN HEAVENLY PEACE
TRUMBULL COUNTY

2525 Larchmont Ave
Warren Ohio 44483

WEDNESDAY

May 21, 2025 from 9am - 2pm

BROKER BATTLE!

Collect the Largest Donation

Donate and Recruit others in your Brokerage
to sponsor the most beds at \$100 each.

May 9, 2025 Deadline for Donations.

The Brokerage who sponsors the most beds wins Lunch up
to \$500 at their office sponsored by Farmers National Bank

DONATE YOUR TIME!

We need LOTS of VOLUNTEERS

Sign Up to Build Beds! Breakfast, Lunch, and Drinks
will be provided. Every Volunteer gets a FREE T-shirt!

May 16, 2025 Deadline for Volunteers!



Your Partners in Business

**Food, Drinks, & Volunteer
T-shirts are provided by
your STAR Affiliates!**

SIGN UP TODAY!

**Sign up on our Website to
Sponsor or Volunteer!**



QUESTIONS? Reach Out 330.494.5630
or communications@STAR.Realtor

www.STAR.Realtor

A Note from the CEO

Exciting Transformations Ahead at the STAR Office!

We're thrilled to announce that major renovations at the STAR office will begin on Friday, April 25 and continue through June 9. These improvements reflect our continued commitment to serving you—our valued members—with a space that is modern, functional, and designed to meet evolving member needs.

During the renovation period, the STAR office will be closed to walk-in visitors. We kindly ask that members schedule an appointment in advance if you need to visit in person. Our staff remains available and ready to assist you via phone or email.

In addition, all May meetings typically held at the STAR office will either be hosted virtually via Zoom or relocated off-site. Committee chairs and group leaders will provide specific details for your meetings.



Collene Burgess
Chief Executive Officer

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

What's in the Works?

The STAR Board of Directors saw this renovation as a unique opportunity to reimagine our space and deliver more value to our members. Here's a sneak peek at what's coming:

- A spacious, fully updated meeting room that can accommodate 75-100 attendees—perfect for larger office meetings, trainings, and events.
- A sleek, open-concept layout featuring a kitchen, island with barstool seating, and a state-of-the-art audio/visual system with four strategically placed monitors throughout the room.
- Keyless entry access for approved after-hours events, allowing members to hold meetings even when STAR staff is not on site.
- We believe these upgrades will make the STAR office a go-to destination for business meetings, continuing education, networking, and more—and we can't wait to welcome you into the new space!

Coming Soon: STAR Social Media Room

As part of our renovation efforts, we're also building a dedicated Social Media Room designed to help you grow your presence and content with ease. This space will include a green screen, professional lighting, desk and chairs, and all the bells and whistles needed to create high-quality videos, virtual presentations, and more. More details on how to book and use this exciting new member benefit will be coming soon!

STAR Local Dues Reminder

Don't forget—STAR Local Dues will be sent to your email the first week of May. The dues remain \$225, a rate that has not changed since 2019, and are due by June 30.

Keep an eye on your inbox, and as always, feel free to contact us with any questions. Thank you for your continued support and patience as we work to create a better STAR for all. Stay tuned for renovation updates, photos, and announcements as the project unfolds!



Welcome New STAR STAFF Member

Maggie McAbier | Communications & Education Administrator

STAR is excited to welcome Maggie McAbier our Staff. Maggie began her role as our new Communications & Education Administrator on April 1, 2025. Maggie has this to share with our members.

"Hi Everyone! My name is Maggie McAbier, I'm 23, and I'm thrilled to be joining this amazing team! Outside of work, I love spending time outdoors and attending concerts. I'm really looking forward to getting to know all of you!"



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Shaker

5:00 pm - 7:30 pm

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Rumble in Trumbull

at Cork & Cap

3225 Elm Rd NE
Warren, OH 44483

Tuesday, April 22

Tuesday, August 19

After Dark in Stark

at MBAR in Canton

5260 Dressler Road
Canton, OH 44718

Tuesday, March 11

Tuesday, May 6

Tuesday, September 9

Tuesday, October 28

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"National and Ohio Real Estate Core Law"



FRIDAY

April 25, 2025

9:00 AM to 12:15 PM



Virtual Class via ZOOM

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 Licencees.

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 Trisha Adams
tadams@STAR.Realtor | 330.494.5630

SIGN UP TODAY!



Instructor: KATIE McCARTNEY
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SHINE BRIGHT with STAR

STAR RPAC Committee presents our Annual
RPAC Auction & Dinner
WED, May 14, 2025

\$40 Dinner Ticket IF PAID BY MAY 9, 2025

\$45 Dinner Ticket at the Door

\$25 of your Dinner Ticket will go toward
your RPAC Investment

5:30 pm Doors Open

6:00 pm Dinner & Auction begins

DiLucia's Banquet Hall

2610 Elm Road, Warren, OH 44483

★ **LIVE & Silent Auctions**

★ **CASH Bar**

RSVP by 12 pm on Friday, May 9, 2025

Any cancellations not received 24 hours PRIOR

TO the event will be billed the cost of dinner.

Questions? Contact Rich Cosgrove, GAD@STAR.Realtor

REALTOR® Packages

\$1,000 Major Investor

\$300 PAID BY 5/9/2025 WITH \$700

PAID IN FULL BY THE EVENING OF THE EVENT

Major Investor Package Includes:

Eight (8) Dinner Tickets

Table Sponsor Recognition

Program Recognition

\$150 Capitol Club

MUST BE PAID IN FULL BY 5/14/2025

Capitol Club Package includes:

Two (2) Dinner Tickets



RPAC DISCLAIMER: Statement Restrictions on Foreign Contributions for Ohio Activity. Effective September 1, 2024, Ohio law (ORC 3517.121) prohibits "foreign nationals" from contributing to or spending on Ohio candidates, statewide ballot measures, and electioneering communications ("Ohio Activity"). Organizations, including Ohio REALTORS and its political affiliates (RPAC and ORPAF), cannot knowingly solicit, accept, or use such funds for Ohio Activity. "Foreign nationals" include non-U.S. citizens and foreign entities. On August 31, 2024, the U.S. District Court for the Southern District of Ohio issued a preliminary injunction partially blocking the enforcement of ORC Section 3517.121(A)(2). As such, at this time, Lawful Permanent Residents (LPRs or green card holders) are not included in the definition of "foreign nationals," and LPRs may now contribute to and participate in Ohio political and ballot issue activities. Significant portions of the law remain in effect, particularly regarding other categories of foreign nationals. Non-U.S. citizens, other foreign nationals, and foreign entities may not contribute to Ohio REALTORS, RPAC, or ORPAF for Ohio Activity and should opt out of related voluntary dues assessments. By contributing, you certify that you are a U.S. citizen or national, or LPR (green card holder), and all underlying sources of your contribution contribution are from U.S. citizens or nationals, or LPRs, or entities organized domestically with a domestic principal place of business.

Contributions to RPAC. 26 U.S.C. 162(e) requires that the portion of dues attributable to lobbying and political activities at the Local, State, and Federal levels of government be considered nondeductible for income tax purposes. Contributions are voluntary and are used for political purposes. The RPAC amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. The National Association of REALTORS and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. 70% of each contribution is used by your State RPAC to support state and local political candidates; 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. Notwithstanding this general allocation formula, the allocation may change, and all or a portion of your contribution may be allocated to other political accounts maintained by Ohio REALTORS if a contribution exceeds limits under the and/or if a contribution falls outside time limits under 52 U.S.C. 30102.

Non-Deductible Percentages of Dues Payments & Assessments. \$40 of Ohio REALTORS dues is used by Ohio REALTORS to engage in independent political expenditures for purposes of influencing the election or defeat of State or Federal candidates, as well as Local or State ballot issues; this amount is non-deductible for the member's income tax purposes. For the additional dues of \$255 per member, Ohio REALTORS computes 10% or \$25.50 to be non-deductible due to Ohio REALTORS lobbying effort. Total non-deductible for Ohio Realtor dues is \$65.50. For 2024, with dues at \$156 per member, NAR computes 35% or \$55 to be nondeductible for the member's income tax purposes due to NAR lobbying efforts. Please note that the entire \$45 Consumer Advertising Campaign special assessment qualifies as fully deductible.

April 2025 GAD Report

On March 26, 2025 Ohio REALTORS held the annual REALTORS at the Rotunda event and this year was the highest turnout for attendance yet. Over 300 Ohio REALTOR members attended the event and STAR had great representation with 13 members in attendance.

The morning started off with a meet and greet brunch where STAR members met with Senator Al Cutrona, Ohio House of Representatives Jodi Salvo (District 51) and Matt Kishman (District 50). Our conversations included Senate Bill 155 which would require real estate wholesalers to provide a written disclosure to an owner separate from the purchase agreement disclosing their interest in the property, other certain information, and recommend the owner seek legal advice before entering into a sales agreement. Failure to provide such a disclosure will allow the seller to exit the wholesalers purchase agreement at any time before closing without penalty.

We also met with Senator Jane Timken and Ohio House of

Representatives Scott Oelslager where we discussed the high cost of property taxes for those on a fixed income as well as the housing inventory shortage and the cost of building. To date, there have been over 40 bills introduced to help with these issues.

The day flew by between meetings with our legislators and the panels held at the Riffe Center. The panel discussions were focused on how to help Ohioans with the costs of increasing property taxes, inventory shortages, zoning reform, and building costs. The day was a huge success and shows how much REALTORS advocate for consumers by helping our legislators to propose legislation that helps Ohioans with housing affordability, promotes private property rights and protects homeowners from predatory practices.

Sign-up for our Annual RPAC Auction!

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Rich Cosgrove
Government Affairs Director

Contact for: Legislative Affairs, RPAC

<mailto:GAD@STAR.Realtor>

Office: (330) 494-5630

STYLE · STYLE · STYLE · STYLE ·

A red felt hat with black floral patterns and a leopard print ribbon. The hat is shown from a top-down perspective, highlighting the crown and the wide brim. The crown features a large, stylized black floral or leaf pattern. A wide, black and white leopard print ribbon is tied around the base of the crown. The brim also has black floral patterns. The hat is set against a dark, textured background.



APRIL 2025 | PAGE 10

Plant the Seeds of Homeownership This Spring!

Lucy Staten
NMLS# 63943

Jason Kruger
NMLS# 830077

Christine Schell
NMLS# 293266

Jeremy Kruger
NMLS# 1573708

Chad Jones
NMLS# 796540

Chad Loughry
NMLS# 436008



Rachel Latin
NMLS# 542872

Dave Dennison
NMLS# 2242306

Valerie Volchko
NMLS# 1306305

Jason Austin
NMLS# 639480

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Monthly Market STATS

February 2025

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

Market UPDATE

STARK COUNTY

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



NEW Listings
362



SOLD Listings
234



Average SALE Price
\$256,152



Average MARKET TIME
43 Days

FEBRUARY 2025

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Market UPDATE

TRUMBULL COUNTY

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



NEW Listings
131



SOLD Listings
114



Average SALE Price
\$196,095



Average MARKET TIME
63 Days

FEBRUARY 2025

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Market UPDATE

CARROLL COUNTY

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



NEW Listings
14



SOLD Listings
20



Average SALE Price
\$238,510



Average MARKET TIME
81 Days

FEBRUARY 2025

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Membership Report | March 2025

New Salespersons

April Hetrick, *KW Legacy Group*
Alexia Potts, *RE/MAX Infinity*
Erika Caillet, *McDowell Homes*
Jacob Carlson, *Century 21 DeAnna Realty*
Katie Bloom, *KW Chervenik Realty*
Mark Gollon, *Charles G. Snyder*
Natasha Woods, *KW Chervenik Realty*

Transfer from Another Board

Kristie Briggs

New Secondary Member

Amanda Herman, *Realty ONE Group Refined*

Dropped Members

Jasmine Smith
Grant Waters
Zachary Kulow
Madison Wilber
Michelle Rucci
Edward VanCise
Peter Leckonby

Office Transfers

Mary Rodenbucher, *Real of Ohio*
Jacob Santone, *Realty ONE Group Refined*
Anna Myers, *Realty ONE Group Refined*
Justice Bolyard, *Pikus Real Estate & Prop Mgt*
Xavier Mottice, *KW Legacy Group*
Matthew Geissinger, *RE/MAX Infinity*



STAR Office is going **UNDER CONSTRUCTION**

**Renovations at the STAR office will begin on
Friday, April 25 and continue through June 9**

**We will be closed to Walk-In Visits, and all In-Person Meetings will be held
via ZOOM during the renovation window. These improvements reflect our
continued commitment to serving our valued members with a space that is
modern, functional, and designed to meet evolving member needs.**

Questions? Contact Collene Burgess cburgess@STAR.Realtor



Candice Likely, Administrative Assistant

Contact for: Membership & Dues Inquiries,
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and take the
guesswork out
of getting started!**

Orientation Dates

Thursday, February 20
Thursday, July 17
Thursday, August 21
Thursday, November 20



Sign-Up TODAY!

Baby Boomers Regain Top Spot as Largest Share of Home Buyers

[Published April 1, 2025 | NAR Newsroom](#)

Key Highlights

- **Baby boomers account for 42% of all home buyers, while millennials fall to 29% (down from 38% from one year ago).**
- **Multigenerational home buying is on the rise, with Generation X leading the trend.**
- **Half of older boomers and 40% of younger boomers are purchasing homes entirely with cash.**

WASHINGTON (April 1, 2025) – In a shift that underscores changing dynamics in the housing market, baby boomers now make up the largest generational group of home buyers, according to the National Association of Realtors®.

NAR's 2025 Home Buyers and Sellers Generational Trends report, which examines the similarities and differences among recent home buyers and sellers across generations¹, found that the combined share of younger boomers (ages 60-69) and older boomers (ages 70-78) rose to 42% of all home buyers in the past year. Millennials dropped to 29% of all buyers – down notably from 38% a year ago. Generation X buyers (ages 45-59) held steady at 24%.

"In a plot twist, baby boomers have overtaken millennials – the largest U.S. population – to become the top generation of home buyers," said Jessica Lautz, NAR deputy chief economist and vice president of research. "What's striking is that half of older boomers and two out of five younger boomers are purchasing homes entirely with cash, bypassing financing altogether."

While older buyers were more likely to pay cash, younger generations were much more likely to rely on financing and family support. More than 90% of buyers 44 years and younger financed their home purchase. Twenty-seven percent of younger millennials (ages 26-34) and 13% of older millennials (ages 35-44) cited a gift from a relative or friend as one of the sources for their down payment.

The report revealed that 24% of recent home buyers were purchasing for the first time, a significant drop from 32% last year. First-time buying was most common among younger millennials (71%), while older millennials are now more likely to be repeat buyers.

"Older millennials are buying bigger and newer homes with larger down payments than their younger counterparts," Lautz added. "This shift reflects the increasing role of equity in enabling repeat purchases, especially among older generations, while younger buyers continue to face affordability challenges."

Generation X home buyers continued to lead all generations with a median household income of \$130,000, followed by older millennials at \$127,500.

Seventeen percent of all home buyers purchased a multigenerational home – up from 14% last year. Generation X led the way, with 21% choosing multigenerational living, followed by younger boomers at 15%.

"Gen Xers are today's sandwich generation," said Lautz. "They are purchasing multigenerational homes to accommodate aging relatives, children over the age of 18 and even for cost savings. While Gen X are purchasing at the highest household incomes, they may still feel the squeeze as they aim to find a home that serves everyone."

Meanwhile, Generation Z – though still a small segment of the market (3% of all buyers) – had the highest share of single-female home buyers at 30%, and like millennials, they tend to purchase older homes compared to other age groups.

"Gen Z is slowly entering the housing market with the lowest household income and they're more likely to be single than other buyers," Lautz noted.

Nearly nine out of 10 buyers (88%) purchased their homes with the help of a real estate agent. Younger millennials (90%) were the most likely to use an agent. Referrals remain the primary method most buyers use to find their agent. Referrals by friends, neighbors or relatives were higher among younger millennials (54%) and older millennials (42%) compared to older generations, which were more likely to work with an agent they had previously used to buy or sell a home.

The overwhelming majority of buyers – 88% – said they would use their real estate agent again or recommend them to others. This sentiment was even

Baby Boomers...continued

stronger among Generation X buyers (91%) and those in the Silent Generation (93%), underscoring the enduring value of professional guidance across generations.

On the selling side, baby boomers again dominated, accounting for 53% of all sellers. Across all generations, sellers stayed in their homes for a median of 10 years. Younger millennials remained more mobile, typically selling after five years, while older boomers sold after 16 years.

Ninety percent of home sellers worked with a real estate agent, and homes typically sold for 100% of the final list price. Younger millennials were the most likely to use an agent (94%) and often saw the strongest returns - 27% sold their homes for 101% to 110% of the list price, and 13% sold for more than 110% of the list price.

Methodology

NAR mailed a 127-question survey to 167,750 recent home buyers in July 2024 using a random sample weighted to be representative of sales on a geographic basis. Home buyers had to have purchased a primary residence home between July 2023 and June 2024. The survey received 5,390 responses from primary residence buyers. After accounting for undeliverable questionnaires, the survey had an adjusted response rate of 3.2%.

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1 Survey generational breakdowns: Generation Z: (ages 18-25); younger millennials (ages 26-34); older millennials (ages 35-44); Generation X (ages 45-59); younger boomers (ages 60-69); older boomers (ages 70-78); and the Silent Generation (ages 79-99).



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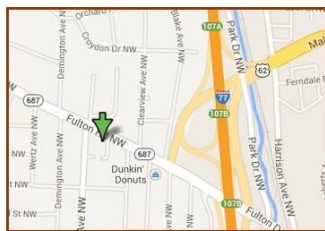
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