



STAR STARK TRUMBULL AREA REALTORS®

Monthly News

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

President's Message

2023 | August

Kyle Oberlin
2023 STAR President

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www.STAR.Realtor

Hey STAR Members!

I hope everyone is having a fun and productive Summer thus far. As we approach the fall, there are a few events you'll want to mark on your calendar and register for.

The Ohio REALTORS Convention is Sept. 10-13 at the Cincinnati Convention Center | Cincinnati Hyatt Regency which is a great educational and networking event with other agents from around the state and registration is already live.

At the local level, we have a Conversations with your Congressman event featuring Congressman Bill Johnson, and a FREE Ethics Class via Zoom. There are many other great networking and educational events in the coming months; scroll down to find the full calendar!

It is never too late to join one of STAR's committees and involvement at the association is not only rewarding, but also a great way to broaden your knowledge about everything real estate related and the many intricacies of our industry. I can personally attest that the knowledge I have gained since getting involved has helped my ability to grow my business by being a more knowledgeable agent. Look for Committee Meeting dates at the end of the newsletter - be sure to contact the Committee Staff Liaison if you want more information or to be added to the roster.

As always, if there is anything at all myself or any of the STAR leadership can assist with, don't hesitate to reach out.

Thanks! Kyle

Classes & Events

If you do not see a REGISTER NOW link next to an event, keep an eye on your inbox or our website for links soon!

AUGUST

AUG 16 [REGISTER NOW](#)
Conversations with your Congressman
10:45 am – 12:00 pm at the STAR North Canton Office
Featuring Congressman Bill Johnson OH-6

AUG 24 [REGISTER NOW](#)
3 Hr Ethics w/ Instructor Katie McCarthy | via ZOOM
"To Boldly Go Where No Ethics CE Class Has Gone Before"

SEPTEMBER

SEPT 1 Community Outreach Habitat Build | OUR BUILD TEAM IS FULL! Contact [Trisha](#) to get on the wait list.

SEPT 4 STAR Offices Closed

SEPT 15 [REGISTER NOW](#)
Chili Cookoff | 11:30 – 1:00 at the Barrel Room
7901 Cleveland Ave NW, North Canton 44720

SEPT 18 Golf Outing | Information to come – watch your Inbox!

SEPT 19 [REGISTER NOW](#)
SHAKER at Cork & Cap in Warren | 5:30 pm – 7:00pm
3225 Elm Rd NE, Warren 44483

SEPT 21 [REGISTER NOW](#)
New Member Orientation | 1:30 pm – 3:30 pm
at the North Canton STAR Office

SEPT 26 [REGISTER NOW](#)
SHAKER at Mbar in N Canton | 5:30 pm – 7:00 pm
5260 Dressler Rd NW, Canton 44718

SEPT 28 [REGISTER NOW](#)
Safety Class: 2 Hr Elective CE | 6:00 pm – 8:00 pm
at the North Canton STAR Office

OCTOBER

OCT 9 STAR Offices Closed

OCT 11 [REGISTER NOW](#)
R-Day Vendor Fair & Annual Meeting

OCT 23 CORE LAW In person Class | North Canton STAR Office
Information to come – watch your Inbox!

OCT 26 2 Hour Mortgage 101 Elective CE
Information to come – watch your Inbox!

Communications Update

Your Local Board is your link to your State and National Associations. Please don't Unsubscribe from STAR emails. We make every effort to limit our email sends to 4-5 per month. If you unsubscribe you are missing out on Legal, Continuing Education, & Event information that is vital to your business.

If you only want to read 1 email a month, look to the NEW Member Connect that will go out mid-month beginning in August. This email will bridge the gap between monthly newsletters and include easy sign up links for upcoming education & events.

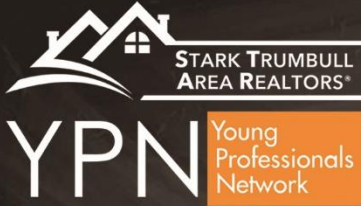
If you have Communication Questions, Concerns, or Suggestions email [Trisha](#)! Contact the office if you want to check/change your email subscription settings.



Trisha Adams
Communications Director

tadams@STAR.Realtor
Office: (330) 494-5630

Contact for: Website inquiries, Social Media, Communication & Newsletter, Continuing Education, Sponsorship/Advertising, Affiliates, Community Outreach, Norma L Good Scholarship



Backpack & School Supply Drive

STAR YPN needs your help!

We're asking our STAR Members to help support kids, K - 12 in Stark & Trumbull Counties who are in need of School Supplies for the 2023 - 2024 school year!

What We NEED:

- Backpacks
- Large Hard Plastic Supply Boxes
- #2 Wooden Pencils
- #2 Mechanical Pencils
- Pencil/Supply Pouches
- Pink/White Erasers (small & large)
- Hand Held Pencil Sharpeners
- Colored Pencils
- Blue, Black & Red Pens
- Washable Markers
- Markers (large & thin)
- Highlighters
- Crayola Crayons (24 Count)
- Loose Leaf Paper
- Sticky Notes
- Composition Notebooks
- Single Subject Spiral Notebooks
- 3 x 5 Index Cards
- Glue Sticks & Elmers Glue
- Pocket Folders
- Scotch Tape
- Scissors
- 12 inch rulers
- Kleenex
- Disinfectant Wipes

Drop-off Locations:

North Canton STAR Office

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

Howland STAR Office

311 Niles Cortland Rd NE, Lower Level, Ste C,
Warren, OH 44444

Accepting Donations Jul 15 - Aug 15, 2023!



QUESTIONS? Call or email Elana Parsons
(330) 494-5630 or membership@STAR.Realtor

www.STAR.Realtor



Conversations

with your **CONGRESSMAN**

FEATURING: Congressman Bill Johnson, OH-6

WEDNESDAY

August 16, 2023

Beginning at 10:45 am

The Stark Trumbull Area REALTORS® (STAR) Legislative Affairs Committee invites you to attend our Lunch Event

North Canton STAR Office

7110 Whipple Ave NW, Suite B
North Canton 44720

- 10:45 am** | Check In
- 11:00 am** | Lunch
- 11:15 am** | Congressman Johnson
- 12:00 pm** | End of programming

Seating is Limited so RSVP Today!
This is a FREE event, paid for by our Sponsors.



Thank you to our SPONSOR



Please RSVP to Brook Harless, Government Affairs Director via email or phone GAD@STAR.Realtor | 330.494.5630 www.STAR.Realtor

3 Hour ETHICS CE

*"To Boldly Go Where No
Ethics CE Class Has Gone
Before..."*

THURSDAY

August 24, 2023

9:00 am - 12:15 pm

via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

*OPEN TO ALL! This class meets the
3 Hour State Required Ethics training
for Ohio Licencees and the NAR
Cycle 7 Code of Ethics Requirement.*

Registration Deadline: Wednesday, Aug. 23.

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!



**CODE
OF ETHICS**

**CODE
OF ETHICS**

**CODE
OF ETHICS**



Instructor: KATIE McCARTNEY
REALTOR®, CRS, & SRES®

www.STAR.Realtor

10th Annual Chili Cook-Off

BATTLE

of the Brokers

FRIDAY, Sept 15, 2023



PLATINUM Sponsors



Bring the Spice!

10 Chilis · 3 Winners · CASH Bar

The Barrel Room

7901 Cleveland Ave NW, North Canton, OH 44720

FREE for STAR Members

Desserts provided by your 2023 STAR Affiliates!

11:30 am

Chili Tasting

11:45 pm

Winners Announced

1:00 pm

Event Ends

Only 10 Chili Spots

Enter your Office Today!

Email cburgess@STAR.Realtor by September 8, 2023

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- Ruoff Mortgage

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- First Commonwealth Mortgage/Bank
- First Federal
- LoanDepot
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- Mirabel Promotions
- Rural 1st

BRONZE Sponsors

- Beacon Title Agency, Inc.
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- Fairway Independent Mortgage Team Dawes
- Linkhorn Inspection Group
- Pumphrey Hamel Insurance LLC

QUESTIONS? Call or email 330-494-5630 | info@STAR.Realtor
RSVP requested but not required on our website TODAY!

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STAR

Shaker

5:00 pm - 7:30 pm

Complimentary Food & Drinks

Join the STAR Affiliates for a Fun & Relaxing Networking Event!
FREE for STAR REALTOR® Members \$20 for STAR Affiliates

Rumble in Trumbull

Tuesday, September 19
at Cork & Cap
3225 Elm Rd NE
Warren, OH 44483

After Dark in Stark

at MBAR in Canton
5260 Dressler Road
Canton, OH 44718

Tuesday, February 28

Tuesday, May 2

Tuesday, September 26

Tuesday, October 31



RSVP TODAY! www.STAR.Realtor



FREE for STAR Members
\$20 for Non-STAR Members

On The **SAFE SIDE** REALTOR® SAFETY and Awareness Class

Thurs, Sept 28, 2023

6:00 pm - 8:00 pm

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

This 2 Hour Safety Course begins with classroom time followed by an interactive portion where you will learn how to STAY SAFE in your daily client interactions.

Questions: Trisha Adams, Communications Director
(330) 494-5630 or tadams@STAR.realtor

NO SHOW POLICY: You will be charged a \$20 Cancellation/ No Show Fee if you do not cancel your reservation 24 hours prior to the event.



Instructor Michael Walls
Lifestyle Trainer

Register on our website TODAY!
2 Hr ELECTIVE CE CREDIT

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VP, Branch Manager
NMLS: 832832
OH: MLO.040203.000
330.715.1320



Keegan Fetter
Loan Officer
NMLS: 1673268
OH: MLO.055644.000
330.571.2749



Jaime Ostendorf
Senior Loan Officer
NMLS: 2142971
OH: MLO-OH.2142971
330.309.9525



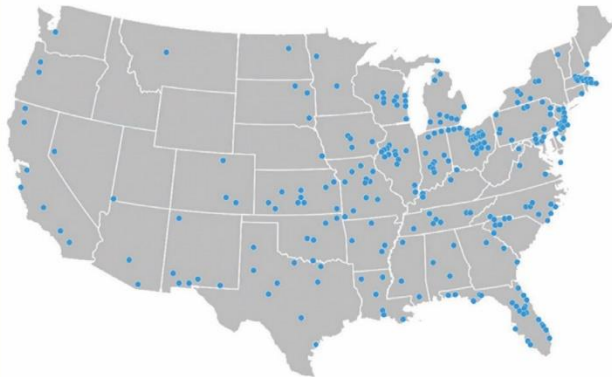
Josh Pick
Senior Loan Officer
NMLS: 134546
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Tara Jenior
Senior Loan Officer
NMLS: 1898203
OH: MLO.1898203
330.428.0989

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are you NEW to STAR?



don't be NEW & Confused...

JOIN US for a FUN and Informative NEW Member Orientation, and take the guesswork out of getting started!

Orientation Dates
Thursday, September 21
Thursday, November 30



Sign-Up TODAY!



Jason Kruger
Producing Branch Manager
NMLS#183097
Cell: 1 (330) 907-0277
JasonK@FairwayMC.com



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Loan Officer & SAR/DE Underwriter
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Lisa Conner
Loan Officer
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Lisa.Conner@FairwayMC.com

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STAR Membership Report | July 2023

New Salespersons

Gianni Bilotta, *Keller Williams Legacy Group*
Nichole Bourquin, *Keller Williams Legacy Group*
Patrick Butler, *Berkshire Hathaway HomeService*
Ethan Rebuck, *Keller Williams Legacy Group*
Denise Internoscia, *Stouffer Realty*
Aiden Avtgis, *Keller Williams Legacy Group*
Phillip Kevin Corley, *Cutler Real Estate*
Anthony Damschroder, *Keller Williams Legacy Grp*
Jordan Dolph, *RE/MAX Trends Realty*
Trenton Petit, *Keller Williams Legacy Group*
Todd Bosley, *Coldwell Banker Schmidt*
Tamela Wurgler, *High Point Real Estate Group*
Daniel Shaker, *EXP Realty*

Office Transfers

Tamica Shavers, *Key Realty*
Kathy Morrow, *Howard Hanna*
April Cheney, *Howard Hanna*
Donald Newell Jr., *Lakeside Realty*
Lauren Latimer, *Carol Goff & Associates*
Nicole Osborne, *RE/MAX Edge Realty*
Justin Carroll, *RE/MAX Infinity*
Chloe Vugrinovich, *RE/MAX Trends Realty*
Melissa Millmier, *eXp Realty*
Thomas Bacchi, *Century 21 Homestar*
Alita Fratantonio, *eXp Realty*
Bradley Paul, *Century 21 Lakeside Realty*

Dropped Members

Diane Fredenburg
Pamela Huckins
Susan Snode
Anthony Natale
Walter Foster
Anastasia Atallah
Matthew Mullins
Roger Collins
Carol Wydra
John Roberts
Colleen Kuttie
Rachel Ecker
Christy Barker
Devon Peddicord
Jessica Reno

Are you connected to STAR Socials?

We are on Facebook, Twitter, and Instagram! Follow us on our Social Media outlets for our current events & important info.

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@starktrumbullarearealtors

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Elana Parsons
Membership Administrative Assistant

Contact for:
Contact for: Membership & Dues Inquiries, Continuing Education, FOREWARN, Supra, YPN

Membership@STAR.Realtor

Office: (330) 494-5630

Meet the
STARK COUNTY TEAM



Steve Struckel
Mortgage Loan Originator
330.415.0783
NMLS ID# 697445



Tiffany Kim
Banking Center Manager
234.262.8046
NMLS ID# 1079733



Dave Dolan
Retail Lending Manager
330.818.7037
NMLS ID# 684492

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Janice Rich - Title Agent / Office Manager
jrich@mckinley-title.com

Wendy Barrick - Title Agent/Escrow
wbarrick@mckinley-title.com

Danette Stone - Title Processing
dston@mckinley-title.com



Attorney Michael Gruber
mgruber@aghattorneys.com

Attorney Jamie Haren
jharen@aghattorneys.com

Attorney David Thomas
dthom@mckinley-title.com

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NMLS# 436009

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**Contact Brook Harless
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- **Register for Events**
- **Download Forms**

**GET connected
TODAY!**

A Note from the CEO

Stark Trumbull Area REALTORS® (STAR) is dedicated to providing top-notch support and resources to its REALTOR® Members. As part of our commitment to member success, STAR offers a personalized onboarding experience that can take place right at your office. This orientation is designed to introduce members to the organization and its array of benefits.

To schedule this Member Orientation or STAR Onboarding, you can coordinate with the CEO, Collene Burgess, at cburgess@star.realtor. This one-on-one session can be tailored to suit your office interests and needs or follow a comprehensive run-through similar to the New Member Orientation.

During the orientation, you can expect to cover a variety of topics essential for a successful real estate career within STAR:

1. **Welcoming STAR Members:** Understanding the sense of community and camaraderie that comes with being part of STAR.
2. **Association Structure:** Learning about the hierarchy, including the National Association of REALTOR®S (NAR), the state-level organization, STAR, staff roles, executive officers, board of directors, and affiliates.
3. **Code of Ethics and Fair Housing:** Emphasizing the importance of adhering to the REALTOR® Code of Ethics and promoting fair housing practices.
4. **STAR Info and Value:** Discovering the benefits, services, and resources provided by STAR.
5. **Membership Dues:** Understanding local, state, and national dues breakdown.
6. **STAR's Online Platforms:** Navigating STAR's website, GrowthZone, and InfoHub, which provide access to valuable information and tools.
7. **Monthly Housing Stats:** Staying up-to-date with the latest housing statistics to make informed decisions in the real estate market.
8. **Social Media Engagement:** Exploring how to leverage STAR's social media channels for networking and business growth.
9. **Forewarn:** Familiarize yourself with Forewarn, a valuable tool for agent safety and verification.
10. **Supra Overview:** Understanding the Supra key system and its benefits for secure access to properties.
11. **MLS Now:** Getting acquainted with MLS Now and its features for efficient property listing and searching.
12. **Real Estate License and NRDS/M1 ID:** Understanding the importance of your real estate license and your NRDS/M1 ID for association membership.
13. **Importance of Involvement:** Discovering the significance of being actively involved in the association and how to engage effectively.



Collene Burgess
Chief Executive Officer

Contact for:
Professional Standards, Ethics,
Grievance, Arbitration & Mediation,
Sponsorship/Advertising, Affiliates,
Media Relations

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

STAR believes that being aware of membership benefits and involvement opportunities is vital for all REALTOR® Members. The personalized Member Orientation or STAR Onboarding ensures that you make the most of your membership and pave the way for a successful career in real estate.

Arrange a tailored, in-person office visit with the STAR Staff to engage and enlighten your group of agents today!



2023 SPECIAL ELECTION | AUGUST 8, 2023

Early In-Person Voting: Begins July 11 and includes the Saturday and Sunday before Election Day.

Absentee Voting By Mail: Begins July 11

Election Day: August 8 (Polls Open 6:30 a.m. - 7:30 p.m.)

The GAD's Corner

In the upcoming Aug 8th Special Election, Ohioans have a unique opportunity to exercise their civic power and influence the future of their state and communities. This electoral event holds immense significance as the decisions made on this day will directly impact various crucial issues that affect the lives of the state's residents.

Voting is not merely a right; it is a civic duty that empowers citizens to shape the direction of their government and make their voices heard. Every eligible voter in Ohio has the power to influence key issues such as education, healthcare, infrastructure, and economic policies. By participating in the democratic process, citizens become active contributors, fostering accountability, and holding elected officials responsible for their actions.

Each item on the ballot plays a vital role in shaping Ohio's future, and informed citizen participation is essential. Despite the common notion that a single vote may not make a significant difference, history has proven otherwise. Elections have been decided by just a handful of ballots, particularly in local and state elections where the impact of each vote is magnified due to the smaller electorate. Low voter turnout remains a concern for special elections like this. Some citizens might not be aware of the election or the potential impact of their vote, while others might feel disillusioned by the political process. However, experts and community leaders emphasize that every vote counts and urge all eligible Ohioans to participate in this critical event.

Special elections are particularly crucial as they focus on pressing matters that demand immediate attention. These issues might not align with the

regular election cycle, making special elections an essential tool for addressing urgent concerns. By participating on August 8th, voters can have a significant influence on decisions that require prompt action, fostering a responsive and responsible government.

In special elections, the number of voters is typically lower, amplifying the significance of each vote. Your participation can have a substantial impact on the results, and elections have been decided by just a few votes in the past. Voting is both a right and a civic duty, and by casting your ballot on August 8th, you demonstrate your commitment to democracy and honor the struggles of those who fought for the right to vote and a more equitable society.

Aside from local matters, the Aug 8th Special Election in Ohio may also involve state-level propositions or initiatives with far-reaching consequences for public policies and legislative decisions. By voting, you actively shape Ohio's future and contribute to choices that affect millions of citizens.

Voting is contagious, and your participation can inspire others around you to do the same. By encouraging friends, family, and colleagues to engage in the electoral process, you collectively strengthen the democratic fabric of the state.

On August 8th, let us all head to the polls and embrace the power of democracy to create positive change in Ohio. Each eligible voter has a crucial role to play in this election, with their voices and choices determining the direction of various policies and local initiatives. Your vote matters, and together, we can shape the destiny of our state.

We urge all STAR members to mark Aug 8th on their calendars and exercise their right to vote in this crucial special election. Let your voice be heard and let democracy flourish. Together, we can shape the destiny of our state and pave the way for a brighter future. The power to create positive change is in your hands - seize it on August 8th and let your vote make a difference!



Brook Harless

Government Affairs Director

Contact for:

Government Affairs, RPAC, Legislative Committee

GAD@STAR.Realtor

Office: (330) 494-5630

Mobile: (330) 284-5979

Committee Service with STAR

STAR Needs YOU! STAR Members Have a Voice!

We are always looking for Volunteers to help guide the association and to create a strong bond between Staff, REALTORS®, and the Community. Even if you can't volunteer to sit on a committee or the Board of Directors, you can always contribute or volunteer your time by attending our events and showing your support for your STAR Association.

If you are in a position to serve on a Committee, please reach out to the staff liaison and we can guide you in making the proper committee involvement that suits you. Refer to our website or the Committee Schedule on the last page of this newsletter!



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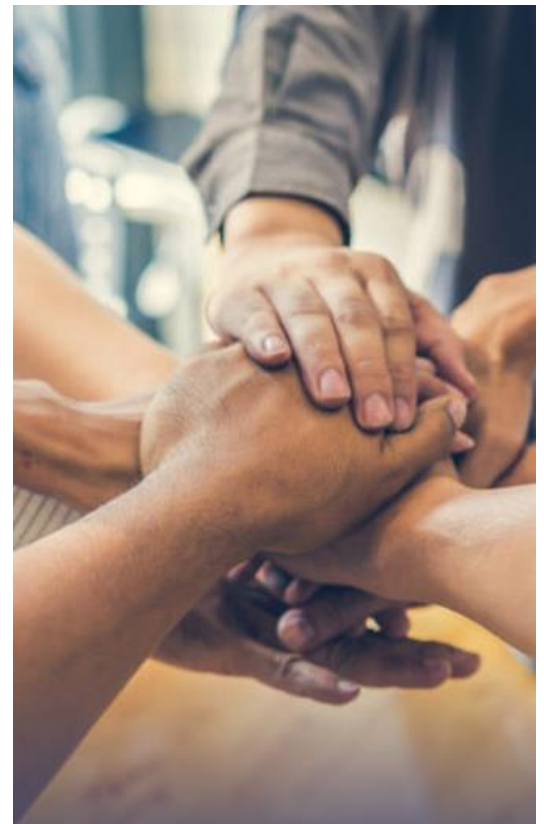
Dottie Beck
Mortgage Loan Officer - Retail
NMLS# 563652
4481 Munson St NW
Canton, OH 44718
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f: (888) 548-1536
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¹Active employment contract required with proof of sufficient income and reserves. Minimum reserves required vary depending on amount of the loan. Program is limited to the purchase or refinance of a primary residence.

All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.



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Pending Home Sales Rose 0.3% in June, First Increase in Four Months

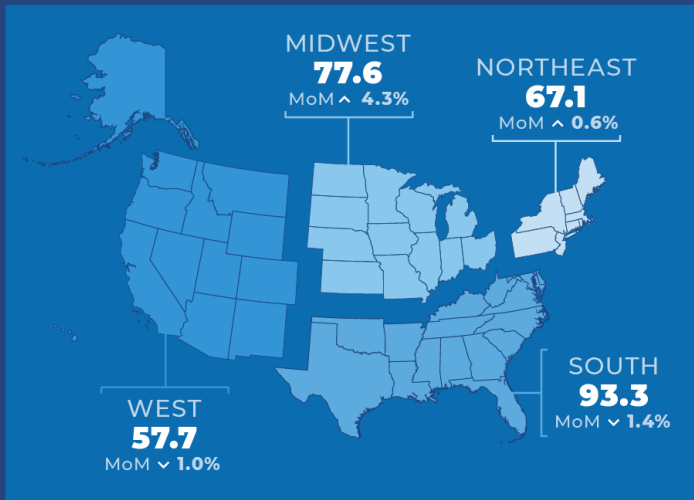
Published NAR.realtor Newsroom

July 27, 2023 | Media Contact: Lauren Cozzi

HOUSING SNAPSHOT PENDING HOME SALES JUNE 2023

INDEX **76.8*** MoM \wedge **0.3%**

*An index above 100 coincides with a higher level of activity relative to 2001 (2001=100).



Key Highlights

- Pending home sales augmented in June, up 0.3% from May.
- Month over month, contract signings increased in the Northeast and Midwest but decreased in the South and West.
- NAR forecasts the 30-year fixed mortgage rate will hit 6.4% in 2023, followed by 6.0% in 2024. While median home sales will decrease 12.9% from 2022 to 2023 (4.38 million), they will climb 15.5% in 2024 (5.06 million).

Pending Home Sales Regional Breakdown

The Northeast PHSI ascended 0.6% from last month to 67.1, a decrease of 16.7% from June 2022. The Midwest index jumped 4.3% to 77.6 in June, down 17.1% from one year ago.

The South PHSI receded 1.4% to 93.3 in June, lessening 14.3% from the prior year. The West index fell 1.0% in June to 57.7, dipping 15.5% from June 2022.

[CLICK HERE to read the full Press Release](#)

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 Linkhorn Inspection Group
 Pumphrey Hamel Insurance LLC

Committee Meetings

Meetings are subject to change/cancellation with notice to those on the committee roster.

Affiliate Members Only

Affiliate | Staff Liaisons: [Collene Burgess](#) / [Trisha Adams](#)
 Hybrid In-Person/ZOOM at the North Canton Office

REALTOR & Affiliate Members

Community Outreach | Staff Liaison: [Trisha Adams](#)
 Hybrid In-Person/ZOOM at the North Canton Office

Legislative Affairs / RPAC | Staff Liaison: [Brook Harless](#)
 Hybrid In-Person/ZOOM at the North Canton Office

Norma L Good Scholarship | Staff Liaison: [Trisha Adams](#)
 1 Scheduled Meeting per year, then as necessary

YPN | Staff Liaison: [Elana Parsons](#)
 Hybrid In-Person/ZOOM at the North Canton Office

August

8/2	WED	9:30 am	Legislative Affairs
		10:30 am	RPAC
8/3	THURS	10:00 am	YPN
8/7	MON	10:00 am	Community Outreach
8/11	FRI	9:15 am	Affiliate

September

9/6	WED	9:30 am	Legislative Affairs
		10:30 am	RPAC
9/7	THURS	10:00 am	YPN
9/8	FRI	9:15 am	Affiliate
9/11	MON	10:00 am	Community Outreach

October

10/2	MON	10:00 am	Community Outreach
10/4	WED	9:30 am	Legislative Affairs
		10:30 am	RPAC
10/5	THURS	10:00 am	YPN
10/13	FRI	9:15 am	Affiliate

November

11/1	WED	9:30 am	Legislative Affairs
		10:30 am	RPAC
11/2	THURS	10:00 am	YPN
11/3	FRI	9:15 am	Affiliate
11/6	MON	10:00 am	Community Outreach

December

12/4	MON	10:00 am	Community Outreach
12/6	WED	9:30 am	Legislative Affairs
		10:30 am	RPAC
12/7	THURS	10:00 am	YPN
12/8	FRI	9:15 am	Affiliate