



# STAR Network News

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

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## Contact STAR Staff!

Office Hours: 8:00 am - 4:30 pm  
Phone: (330) 494-5630

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September 2022

## President's Message

Happy September to the BEST Board of REALTORS® in the State of Ohio!

Just some quick reminders. Attorney Mark Rodio will be our speaker/educator for the upcoming state required ethics course sponsored by STAR. He is an "exceptional" speaker and truly engaging. Our STAR Calendar is packed full of Parties, Networking, Special Recognitions, Continuing Education, and so much more. Don't Forget that the Ohio REALTORS® Convention will be in Cleveland this month - we hope to see some of you there!

The Nominating Committee has next year's slate of officers and directors ready for us to vote on. Thank you to the Nominating Committee for all their hard work. Please take a look at the nominees and familiarize yourself. If you need additional information, assistance, updates, etc., please go to our website, or reach out to your STAR Staff.



**Marlin Palich**  
2022 STAR President

As we head into NAR's SAFETY MONTH, please be safe and aware of your surroundings while going about your daily business. If you haven't already signed up for FOREWARN, contact staff to get started today. FOREWARN is provided to our STAR Members for FREE by the STAR Affiliates!

As always, remember, STAR is truly honored to assist its members. Please become involved in the BEST Board of REALTORS® in the State of Ohio.

## Upcoming Classes & Events

SEPT 5	STAR Offices Closed
SEPT 8	3 Hr Ethics CE   <i>"Ethics for Ohio REALTORS"</i> 9:00 am - 12:15 pm w/ Attorney Mark Rodio KENT STATE TRUMBULL Campus   Technology Building
SEPT 14	2 Hr Elective CE   <i>"REALTOR Safety &amp; Awareness"</i> 6:00 pm - 8:00 pm w/ Michael Walls North Canton STAR Office
SEPT 16	Chili Cookoff 11:00 am - 1:00 pm Dogwood Park Shelter 241 7th Street NE, North Canton, OH 44720
OCT 5	R-DAY Vendor Fair, Annual Meeting & Lunch beginning at 10:00 am + 1 Hr Elective CE   <i>"Avoid the Danger Zone: Ineffective Communication"</i> 1:30 pm - 2:30 pm w/ Toby Hoy (register separately) La Pizzeria (Piazza Room) 3656 Dressler Rd, NW, Canton, OH 44718
OCT 6	3 Hr Elective CE   <i>"Homebuilding from the Ground Up"</i> 9:00 am - 12:00 pm w/ Greg Kauth The Courtyards at New Seasons 4451 Dogwood Court, North Canton, OH 44720
OCT 13	1 Hr Elective CE   <i>"Home Warranties: the Good the Bad &amp; the not so Pretty"</i> 11:00 am - 12:00 pm w/ Nancy Douglas Warren STAR Office
OCT 18	SHAKER at M BAR 5:00 pm - 7:00 pm 5260 Dressler Rd, Canton, OH 44718
OCT 27	YPN Halloween Karaoke for RPAC 7:00 pm - 9:00 pm Shady Hollow Country Club 4865 Wales Ave NW Massillon, OH 44646

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NMLS# 563789

DAN SNIVELY  
Mortgage Loan Consultant  
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DEBORAH ROHR  
Mortgage Loan Consultant  
drohr@farmersbankgroup.com  
330-526-7288  
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FREE 3-Hr Continuing Education Offering  
**ETHICS for Ohio Realtors**  
with Attorney Mark Rodio, Frantz Ward LLP



***Stark Trumbull Education & Events committee invite you to attend our FREE 3-Hr CE Offering!***

Registration deadline is Wed, Sept 7, 2022!  
STAR Members may register on our website at [www.STAR.Realtor](http://www.STAR.Realtor), non-members should contact:

**Trisha Adams**  
Education & Events Administrator  
[tadams@STAR.Realtor](mailto:tadams@STAR.Realtor) | (330) 494-5630



Water & Snacks will be provided by your STAR Affiliates

**Thurs, Sept 8, 2022**

**Kent State Trumbull**  
Room 117 | Technology Building

**REGISTRATION BEGINS**  
**8:45 am**

*please arrive prior to the start of*  
**INSTRUCTION TIME**

**9:00 am - 12:15 pm**

QUESTIONS? Contact Trisha Adams  
(330) 494-5630 | [tadams@STAR.Realtor](mailto:tadams@STAR.Realtor)



**www.STAR.Realtor**

# STAR Membership Report | August 2022

## Heather Pyers

Membership & Communications  
Administrator

[membership@STAR.Realtor](mailto:membership@STAR.Realtor)  
office (330) 494-5630

Primary Office | N Canton

## Committee Involvement

YPN

### New Salespersons

Aidan McCoy, *Keller Williams Legacy Grp*  
Benjamin Roseburg, *BHHS Stouffer Realty*  
Brendan Lammlein, *Keller Williams Legacy Grp*  
Gladys Marcum, *eXp Realty*  
Katherine Ford, *Keller Williams Legacy Grp*  
Kelly Keeton, *Roofstock Realty*  
Jenna Bond, *RE/MAX Trends Realty*  
Jonathan French, *eXp Realty*  
Lauren Garthwaite, *BHHS Stouffer Realty*  
Michaela Grate, *Keller Williams Legacy Grp*  
Michael Middleton, *BHHS Stouffer Realty*  
Nicole Taylor, *RE/Max Edge Realty*

### Office Transfers

Amy Carriker, *Keller Williams Legacy Grp*  
Alyssa Kingzett, *Keller Williams Legacy Grp*  
Ashton Sauders, *Hayes Realty*  
Avery Scott, *Keller Williams Legacy Grp*  
Brad Kessler, *Cutler Real Estate*  
Briana Beadling, *Keller Williams Legacy Grp*  
Briana Lehman, *Keller Williams Legacy Grp*  
Brian Jones, *Keller Williams Legacy Grp*  
Caitlin Tasker, *Lake Realty*  
Cierra Jones, *Keller Williams Legacy Grp*  
Cindy Carpenter, *Keller Williams Legacy Grp*  
Delbert Schlbach, *Keller Williams Legacy Grp*

### Office Transfers cont.

Joanne Tarle, *Keller Williams Legacy Grp*  
Jose Medina, *Keller Williams Legacy Grp*  
Julie Day, *Keller Williams Legacy Grp*  
Kaitlyn Riggle, *Keller Williams Legacy Grp*  
Kevin McCaulley, *Keller Williams Legacy Grp*  
Laura Brown, *Keller Williams Legacy Grp*  
Megan Adkins, *CB Schmidt Real Estate*  
Melissa Sanford, *Keller Williams Legacy Grp*  
Nicole Burke, *Keller Williams Legacy Grp*  
Nikki Horvath, *Keller Williams Legacy Grp*  
Pam Huckins, *Century 21 Home Star Realty*  
Patty House, *Keller Williams Legacy Grp*  
Patrick Traynham, *Keller Williams Legacy Grp*  
Rachel Ecker, *Keller Williams Legacy Grp*  
Rachel E. Hogue, *Keller Williams Legacy Grp*  
Russlyn Kahl, *Keller Williams Legacy Grp*  
Shannon Bragg, *Keller Williams Legacy Grp*  
Stacy Gouge, *Keller Williams Legacy Grp*  
Tiffany Pepper, *Keller Williams Legacy Grp*  
Tim Miller, *Keller Williams Legacy Grp*  
Valerie Espenscheid, *Keller Williams Legacy Grp*

### New Affiliate Member / Office

Mattie Easton | *Guaranteed Rate Mortgage*  
Holly Steiner | *Guaranteed Rate Mortgage*

### Membership Cancellations

Adam Matthews  
Amy Rollyson  
Conner Cera  
David Cretella  
Dawn Carlisle  
Desmond Jackson II  
Dominic Marrari  
Doris Yoder  
Erika Caillet  
John Devorich  
Joseph Bartholomew  
Karissa Porter  
Krista Hoover  
L Dwayne Angle  
Laura Sampson  
Louise Potter  
Nathan Miller  
Pat King  
Seloni Khetarpal  
Shawny Taysom  
Stephanie Mayle  
Thomas Bigley  
Valeria Glean

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**STAR AFFILIATES** *Your Partners in Business*



## SAFER SHOWINGS SMARTER ENGAGEMENTS

**FREE Benefit Available for All STAR Members!**

Know your prospect... *in seconds*

- Reverse incoming call to verify prospect**  
(name, phone, and address)
- Instantly search for criminal history**
- Verify financial risks**  
(bankruptcies, liens, judgments)
- Verify current assets**  
(properties and vehicles)

**Agents can properly plan for showings with a higher level of confidence.**



To activate your free FOREWARN account brought to you by the STAR Affiliate Committee  
email STAR STAFF [info@STAR.Realtor](mailto:info@STAR.Realtor)

## Your Safety matters... use FOREWARN!

In a recent STAFF inquiry, we discovered that there are over 1,000 of our members who have signed up for FOREWARN, but have never activated their account. We encourage you to activate that account and BE SAFE! A few seconds to set up a password could keep you from being in a potentially dangerous situation.

If you aren't sure if you're signed up, OR if you would like to sign up, for this service **CONTACT Heather Pyers, Membership & Comm. Director TODAY!**  
[Membership@STAR.Realtor](mailto:membership@STAR.Realtor) | (330) 494-5630



**Stark Trumbull Area REALTORS®**

**Education & Events Committee present**

# On The **SAFE SIDE**

**REALTOR® SAFETY and Awareness Class**

**Wed, Sept 14, 2022**

**6:00 pm - 8:00 pm**

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

LET'S CELEBRATE SAFETY MONTH with this  
Interactive and Hands-On Class that will Teach You  
to Defend Yourself if you are in Danger!

FREE to STAR Members RSVP: [www.STAR.Realtor](http://www.STAR.Realtor)

Questions: Trisha Adams, Education Administrator  
(330) 494-5630 or [tadams@STAR.realtor](mailto:tadams@STAR.realtor)

\$10 class fee for Non STAR Members. You may 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**

**2 Hours Elective CE Credit**

**[www.STAR.Realtor](http://www.STAR.Realtor)**

## PRIORITIZE YOUR SAFETY AS A REAL ESTATE AGENT



Save 30% when you enroll in one of The CE Shop's award-winning CE courses.

It's National REALTOR® Safety Month, which makes it the perfect time to reflect on how to prioritize your safety when you're showing homes, hosting open houses, or meeting potential clients. One way you can protect yourself is by ensuring you're up to date on everything real estate, including best practices for personal safety. That's why we partner with The CE Shop to provide you with an award-winning curriculum written by industry experts.

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*Sam Lephew*

Business Development

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[samestonegatetitleagency.com](http://samestonegatetitleagency.com)

*Andrea Hyatt*

Partner

330-858-4476

[andrea@stonegatetitleagency.com](mailto:andrea@stonegatetitleagency.com)



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**1 National Strength with HomeTeam Service**

Fairway Independent Mortgage Corporation is one of the largest mortgage lenders in the country based on real volume. However, we meet with most of our clients in person and attend the majority of closings. We stay visible with our clients to ensure we are their number one choice for all their current and future mortgage needs.

**2 Consistent Communication**

Our team understands communication is key to providing exceptional customer service, which is why we provide loan status updates to clients and agents throughout the entire loan process.

**3 Extensive Products**

At Fairway, we offer a wide variety of home financing products and continually add more cutting-edge products to ensure our customers have options to fit their needs.

**4 Early Delivery of Closing Documents & Loan Funds**

Our Closing Department is committed to consistently providing early delivery of closing documents and loan funds whenever possible.

**5 Speed to Respond**

Our dedication to responding quickly is second to none. Every member of the Fairway team is committed to fast response times. This effort across all teams gives our business associates and borrowers the support they need when it matters.

**FAIRWAY** | **KRISTIN SMITH**  
INDEPENDENT MORTGAGE CORPORATION

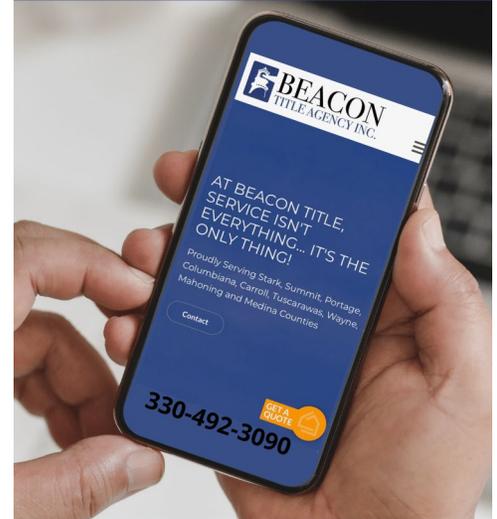


**Kristin Smith**  
Licensed Loan Officer & SAR/DE Underwriter, NMLS #218203  
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Fax: 330-639-0401  
[kristin.smith@fairwaymc.com](mailto:kristin.smith@fairwaymc.com)  
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# Monthly Market Snapshot

August 2022 MLS Statistics for Stark  
Carroll & Trumbull Counties

## New Listings



524 - Stark

41 - Carroll

228 - Trumbull

## Average Sales Price



\$ 208,933 - Stark

\$ 250,206 - Carroll

\$ 177,657 - Trumbull

## Average Days on Market



26 - Stark

47 - Carroll

43 - Trumbull

## Homes Sold



376 - Stark

27 - Carroll

172 - Trumbull

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- Coffee in hand • Time blocked
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Senior Loan Originator  
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The Physicians mortgage is tailored specifically to medical doctors who have a minimum degree of M.D., D.O., D.M.D., D.V.M., or D.D.S. and proof of sufficient income or employment contract<sup>1</sup>.

For more information, please contact:

**Michelle Kelly**  
Mortgage Loan Officer - Retail  
NMLS# 562943  
220 Market Avenue S  
Canton, OH 44702  
o: (330) 430-1356  
f: (877) 298-5088  
c: (330) 338-3174  
e: [michelle.e.kelly@huntington.com](mailto:michelle.e.kelly@huntington.com)

<sup>1</sup>Active 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.

## Education & Events

There are SO MANY OPPORTUNITIES for you to connect with REALTOR® and Affiliate members in the coming months. Be sure to take advantage of the FREE and Reduced Cost CE and fun Events provided by your STAR Association!

### CE OPEN for Registration

SEPT 8 | 9:00 am - 12:15 pm

3 Hr Ethics CE

Ethics for Ohio REALTORS®  
w/ Attorney Mark Rodio

SEPT 14 | 6:00 pm - 8:00 pm

2 Hr Elective CE

REALTOR® Safety & Awareness  
w/ Michael Walls

OCT 5 | 1:30 pm - 2:30 pm

1 Hr Elective CE

Avoiding the DangerZone  
w/ Toby Hoy

OCT 6 | 9:00 am - 12:00 pm

3 Hr Elective CE

Homebuilding from the Ground Up  
w/ Greg Kauth

OCT 13 | 11:00 am - 12:00 pm

1 Hr Elective CE

Home Warranties: the Good the Bad  
& the not so Pretty  
w/ Nancy Douglas

### SAVE the Date

November 3 | 3 Hour Fair Housing  
@ Kent State Trumbull Campus

December 1 | 3 Hour Fair Housing  
@ North Canton STAR Office

If you have questions regarding these classes, or any future Educational Opportunities please contact:

Trisha Adams, Education & Events  
Administrator

[tadams@STAR.Realtor](mailto:tadams@STAR.Realtor)  
(330) 494-5630



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9th Annual  
**CHILI**  
**COOK-OFF**



**Friday Sept 16, 2022**  
**from 11 am - 1 pm**

**Dogwood Park Shelter**  
 241 7th Street NE, North Canton, OH 44720

**FREE to STAR Members**

Hot Dogs, Dessert, and Door Prizes are provided by your 2022 STAR Affiliates!

Cook-off Winners announced at 12:15 pm

**Enter Cook-off as a Chili Cooker!**

email [cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor) **no later than**  
 Sept 13, 2022

<b>1<sup>st</sup> Place</b>	\$100 Gas Card
<b>2<sup>nd</sup> Place</b>	\$50 Gas Card
<b>3<sup>rd</sup> Place</b>	\$25 Gas Card

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by our Affiliate  
Vendors**

**FREE**

**1 Hour Elective  
Continuing Education**



Education & Events Committee

**Wed Oct 5, 2022**

**La Pizzeria (Piazza Room)**

**3656 Dressler Rd. NW  
Canton OH, 44718**

If you plan to attend the CE Class you must register separately on our website. Anyone may attend the CE Class which is FREE for STAR Members or \$10 for Non-Members.

- |                 |   |
|-----------------|---|
| <b>10:00 am</b> | <b>Affiliate Vendor Fair</b>                    |
| <b>12:00 pm</b> | <b>Lunch &amp; STAR Annual Business Meeting</b> |
| <b>1:00 pm</b>  | <b>Affiliate Vendor Give-A-Way Drawings</b>     |
| <b>1:30 pm</b>  | <b>1 Hour Elective CE</b>                       |

QUESTIONS? Contact Trisha Adams (330) 494-5630 or tadams@STAR.Realtor | Register on our Website TODAY!

**www.STAR.Realtor**



The Building Industry Association of Stark & East Central Ohio and Stark Trumbull Area REALTORS® Education & Events Committee present:

**“HOMEBUILDING FROM THE GROUND UP”**  
**Thursday, October 6, 2022**  
Approved 3 Hours CE/Instructor Greg Kauth

**When:** Thursday, October 6, 2022  
**Time:** 9:00am to 12:00pm  
**Place:** The Courtyards at New Seasons  
4451 Dogwood Court  
North Canton, OH 44720  
**Cost:** \$30.00 for BIA & STAR Members  
\$40.00 for Non-Members  
Lunch will be provided after the class.



**Registration: Contact Trisha Adams at 330-464-5630 or [tadams@star.realtor](mailto:tadams@star.realtor).  
Deadline is Tuesday, October 4, 2022**



**Approved for 3 Hours of Continuing Education Credits!**

**Ever wonder if the basic knowledge of home construction would help you make more sales?**

This course will give the basics on the design and scheduling process of a typical home. Topics include lot selection and preparation, stake out, excavation, basement construction, framing and rough lumber, rough trades, plumbing, HVAC, electric, insulation, drywall, trim, cabinets, carpet, paint, inspections, codes & warranties. All topics are clearly explained in an organized manner by one of our builder members.

*Food & door prizes provided by:*



**Dress appropriately (casual attire: boots and jeans) for an on-site program.**

**HARD HATS ARE REQUIRED!**

Please state whether or not you will need a hard hat when you make your reservation. If you do not have one, we will get one for you.

**NOTE:** If you have any disabilities which require special accommodations, including the provision of auxiliary aids & services, please indicate those needs when making your reservation.



This CE Class is a Partnership Offering through the STAR Affiliate CE Program

# HOME WARRANTIES

the **GOOD**  
the **BAD**  
and the **not so PRETTY**

**Thurs, Oct 13, 2022 from 11 am - 12 pm**

In Person at the Warren Office  
311 Niles Cortland Rd, NE, Lower Level, Suite C, Warren, OH 44484

**FREE for STAR Members**  
**\$10 Non-Member Fee**

Registration & Light Breakfast	10:30 am
Class Begins	11:00 am
Class ends	12:00 pm



## COVERAGE

your clients deserve

**Nancy Douglas**  
Senior Account Executive  
440.796.5309  
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Register on our Website Today!  
[www.STAR.Realtor](http://www.STAR.Realtor)

QUESTIONS? Contact Trisha Adams  
STAR Education & Events Administrator  
tadams@STAR.Realtor | 330.494.5630

## 1-Hr Elective CE Credit



**STAR**

# Shaker

**5:00 pm - 7:30 pm**

**Complimentary Food & Drinks**

Join the STAR Affiliates for a Fun & Relaxing Networking Event!

**FREE for STAR Realtors® \$20 for STAR Affiliates**

## Rumble in Trumbull

**Locations & Dates  
to be announced SOON!**

## After Dark in Stark

**February 22 at MBAR**

5260 Dressler Road, Canton, OH 44718

**April 26 at Jerzees Cafe**

330 Court Ave NW, Canton, OH 44702

**June 28 at Jerzees Cafe**

330 Court Ave NW, Canton, OH 44702

**October 18 at MBAR**

5260 Dressler Road, Canton, OH 44718



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# The GAD's Corner...

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Committee Involvement

RPAC Committee

Legislative Affairs Committee

Community Outreach Committee

Primary Office  
Warren & N Canton

### *Consumer Protections Prevail as leading opposition to H.B. 646 halts business in Ohio*

Residential Property Assessed Clean Energy (R-Pace) is a mechanism for financing energy-related home improvement projects through a specialty assessment of a homeowner's property taxes. This assessment pays for 100% of improvements but includes a super priority lien on the property. Since 2009, R-Pace has led to predatory practices by overzealous companies targeting low income homeowners. Recently, a Propublica report found the R-PACE program disproportionately affected minority communities and some of the country's most vulnerable homeowners.

Currently three states; California, Missouri, and Florida have state-wide programs. Since 2019, local programs have existed in Ohio. To proactively address this growing issue Ohio REALTORS championed legislation, H.B. 646, that provides consumer protections and severely hinders predatory lending. Several regional stakeholders: Ohio Bankers League, Coalition on Homelessness and Housing in Ohio (COHHIO), and the Ohio Mortgage Bankers Association joined Ohio REALTORS in advocating for consumer safeguards and oversight of R-Pace programs in Ohio. There is broad consensus that PACE programs are ineffective in providing fiscally sound solutions to Ohioans energy concerns. The bill only having one opposing organization, Ygrene, testifying shows the strength of H.B. 646 and wide-spread concern amongst Ohioans about R-PACE.



*STAR Members meet with State Treasurer of Ohio to discuss EcoLink*

Recently, Ygrene announced that they would no longer market and administer clean energy programs for residential properties in Ohio. This is a victory for all Ohioans, but especially for vulnerable populations of homeowners. We are thankful for the leadership of Representatives Al Cutrona and Bill Roemer for sponsoring H.B 646 and the way on consumer protections.

Several programs exist for homeowners who are concerned about the energy efficiency of their homes, including EcoLink through the State Treasurer's Office. Earlier this year STAR members heard from Ohio Treasurer, Robert Sprague, on how the Eco-Link program can provide low interest loans up to \$50,000 to be used towards energy efficiency improvements to their homes.

With the return of the legislators in the fall, we are optimistic that H.B. 646 will be passed and common-sense consumer protections will prevail.



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# 7 Tech Tools Becoming Obsolete

STILL HOLDING ON TO SOME OF THESE OLDIES?  
IT MAY BE TIME TO LET GO...

Published REALTOR® Magazine June 7, 2022 | by Burton Kelso



Technology has an expiration date. New tech quickly pushes out favorite devices from years past. Here are some tech devices you may be able to retire.

## 1. Dashboard-mounted GPS devices.

The GPS unit may have faded from dashboards, but the technology is still critical to get from point A to point B. But it's now in both smartphones and vehicles' consoles.

## 2. 3G-connected devices.

5G cellular connectivity is gaining ground, and devices that run on older networks are becoming obsolete. Older tablets, smart watches, fire alarms, and security systems that still rely on 3G network access may soon stop working, which will impede users' ability to text, make phone calls, or connect to the internet. Check with your wireless provider to see which of your 3G devices may be affected.

## 3. BlackBerry.

The once-loved BlackBerry, with its signature micro QWERTY keypad, went dark on Jan. 4. Devices using BlackBerry's operating systems and software "will no longer reliably function," the company stated earlier this year. The old devices won't be able to send text messages or dial 911 in an emergency, either.

## 4. Wired audio devices.

The emergence of Bluetooth is quickly bringing an end to connected headphones and speakers. Many popular smartphones no longer have headphone jacks, and as more wireless products pop up, people are ditching their corded devices.

## 5. External hard drives.

Rethink stockpiling external hard drives or thumb drives for data storage. They'll likely just end up laying around your house or office collecting dust. Cloud storage of your documents, photos, and

videos on platforms like Google Drive, iCloud, or Microsoft OneDrive allows you to access your content from anywhere. Bonus: You don't have to worry about device crashes or malfunctions.

## 6. Point-and-shoot digital cameras.

Smartphone cameras have become so advanced that many people are leaving behind their digital cameras in favor of smartphones that can take high-resolution photographs.

## 7. Passwords.

While the practice won't vanish immediately, typing in a password is becoming an outdated practice. Some Windows and Macintosh computers, as well as many smartphones and tablets, use biometric recognition to authenticate your identity. Also, the traditional use of passwords will go away as more sites and devices use a verification code sent to your phone or email account.

If you find out-of-date gadgets in your desk drawers, consider recycling them. Not sure how? Check out places like Call2Recycle.org, the Consumer Technology Association's Recycle Locator, or Earth911's recycling database.

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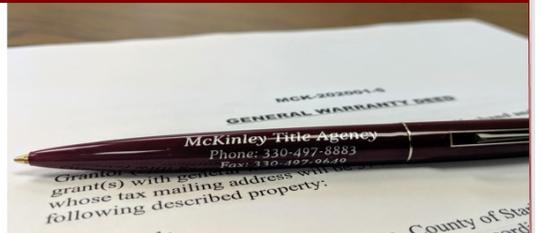
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