

The Voice of Real Estate in Stark, Carroll, and Trumbull Counties

STAR Network News

June 2021

YOUR Association
YOUR County
YOUR Career

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Your REALTOR® *Benefits*



Right Tools Right Now Initiative

In light of the challenges presented by COVID-19, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times. The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS®.

The program includes products, resources and services from all areas of the Association, including:

[Webinars](#) to help you manage your finances;

[Education courses](#) to expand your skills;

Timely [market reports](#) to inform your business and clients.

[Digital tools](#) for transactions and marketing

Free Legal Assistance

One of the primary benefits of Ohio REALTORS® membership is the ability for all principal brokers and office managers to have access to Ohio REALTORS®' Legal Assistance Hotline. A password is required. If you've forgotten your password contact Arica Jones at Jones@ohiorealtors.org.

[click here](#)



The Center for REALTOR® Financial Wellness is a resource designed exclusively to meet the specific financial planning needs of REALTORS®. You'll find budgeting tools, retirement planning resources, options for investing in real estate, and more. Visit www.FinancialWellness.realtor to take your assessment and start planning for your future today!



Free unlimited tech support provided by Ohio REALTORS®. The number to call is 877.562.3160. [Click here for information](#)

STAR Board of Directors and Staff

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2021 President



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June President's Message

Keep an Eye on STAR's Upcoming Events!



Rich Cosgrove,
2021 President

So much going on in the REALTOR® world! At the end of April, Ohio REALTORS® held the 2021 Legislative week. Sadly, it was still all virtual, however, it was jam packed with great information and education for all. Currently Ohio REALTORS® is tracking 91 bills in the Ohio Senate and House! The bills include issues such as residential broadband expansion, eviction and foreclosure moratorium, financial literacy in schools, Ohio Fairness Act, and rental assistance. As REALTORS® we do so much more than sell houses. Being a part of our local communities, our local and state associations really help improve the lives of REALTORS® and the public.

House Bill 110 is really something to get behind and be excited about. This bill provides money to modernize the real estate licensing transfer process. To use the analogy Superintendent Anne Petit says, you can order a pizza online and track the entire process, however, when you want to transfer your real estate license you place it in the mail and must wait for it to be processed - taking about a week to complete. Can you imagine a time when you can simply transfer your license online and not have to worry about downtime in your business? That day will be here soon!

On the local level, what a great May we had! Breakfast in the Park was held on May 12, 2021 and as always it was a great success. It was so nice to see everyone out and thank you to everyone that cooked and help put it all together. Our Affiliates are amazing, and they took care of us again this year with door prize giveaways, a 50/50 raffle, and of course providing us all with a beautiful hanging plants. If you or your clients don't patronize or know our affiliates, you are missing out! Not only do they support our Association, they provide excellent service to clients.

May 18, 2021 we held our first RPAC event as STAR. The event was held in Trumbull County at DiLucia's Catering Center and the food was out of this world. Thank you to everyone who helped put this event together and a special thank you to our RPAC Chair Amanda Talkington, GAD Roberta Hiller, and GAD Assistant Deanna Boggess. With your help the event was a huge success. The numbers aren't in just yet, however, I do not doubt that we met or exceeded our goal with just this one event. Mark your calendars for the next RPAC event – Dueling Pianos on July 14, 2021 held at La Pizzaria in Canton.

You may remember that the former Warren Area REALTORS® had a building which was sold as part of the consolidation in 2020. On May 21, 2021 we held a ribbon cutting ceremony for our new office located in Howland OH. Members of the press, chamber of commerce, and state legislators were present welcoming STAR to the area. This is truly and exciting time as the Association grows.

Have you downloaded the FOREWARN app? If not, you're missing out on a great member benefit. Email Collene Burgess, cburgess@star.realtor for details on how to get started on the app.

Enjoy Spring!

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STAR Network News

June 2021



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FIND US ONLINE:

www.star.realtor

Twitter: @STAR_Realtors

Facebook: @StarkTrumbullAreaRealtors

Instagram: @starktrumbullarearealtors

Association Hours:

Mon - Fri 8 a.m. - 4:30 p.m.

Supra Lockbox Services

9 a.m. - 4 p.m.

Office Locations

North Canton Office: 7110 Whipple Ave NW Suite B
Canton, Ohio 44720

Warren Office: 311 Niles Cortland Rd NE Suite B
Warren, OH 44484

Ravenna Office: 149 N. Prospect Street Suite 2
Ravenna, OH 44266

STAR Member Resources

Tools, resources, and reminders to help keep you business-ready.



COMMITMENT TO
EXCELLENCE

Have you taken the NAR Commitment to Excellence Program yet? C2EX is a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

[Click here](#) to access the program

Supra Reminder:

Ohio License law requires that anyone not holding a valid real estate license may not access a listed property unless accompanied by a real estate licensee, or unless the owner of the property has provided informed, written permission or consent for such person(s) to enter the property unaccompanied by a real estate licensee.

[Click here for instructions for Affiliate Non-Member Supra Access.](#)

Division of Real Estate Forms:

[Click here](#) for Preferred Name Registration

[Click here](#) for the change form (address, name change, etc.)

STAR Affiliate Service Guide

Find contact information for STAR Affiliate Members: [STAR Affiliate Service Guide](#)

Advertising space is available for Affiliate members in the STAR newsletter.

Contact Communications Administrator, Alana Watkins via email at awatkins@star.realtor for information.



STEVE STRUCKEL

330.415.0783

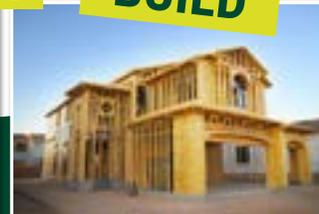
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Directors Actions

May 19, 2021

1. Approved the financials.
2. Approved the membership reports.
3. Approve the consent agenda (committee reports).
4. Approved the selection of Lenny Lawrence to be the Association's Shareholder Director to the MLS Now Board of Directors.

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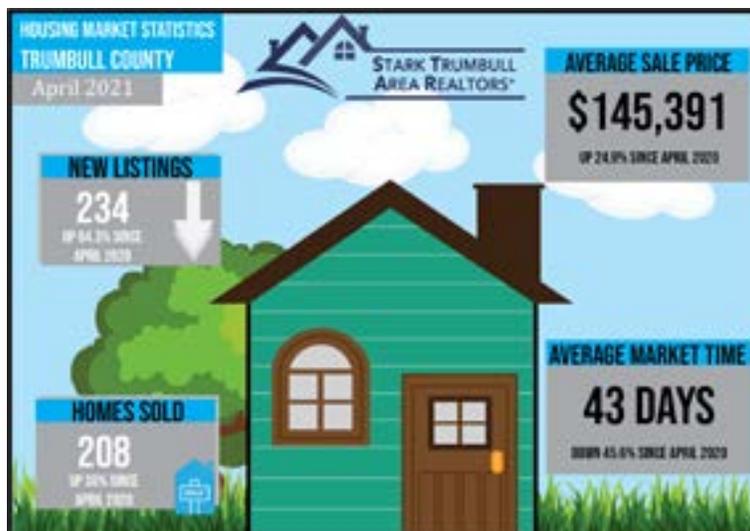
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- Winterized or Vacant Homes
- HUD/FHA
- Farmer's Administration
- Department of Agriculture
- Rural Housing Development
- Fannie Mae
- Freddie Mac
- Banks
- Title/Mortgage Companies
- Government Refinances

Market Statistics

April 2021



NEED TO KNOW

STAR Lifetime Achievement Award Nominations

It's nomination time!

Nominees for the Lifetime Achievement Award are recognized as members or former members of the Association who have distinguished themselves as leaders whose efforts have benefited the Association and the community and are/were members of the STAR (former Stark County and Warren Area Associations) for at least 25 years. Nominations must be researched thoroughly so committee members have a full picture of the nominee.

[Click here](#) to access the nomination form. Return completed form to Lisa Yelichek (lyelichek@star.realtor) no later than July 1, 2021.

STAR Online Updated Forms

Did you know we have all updated forms on our website?

You can find all of our downloadable forms including Purchase Agreements, Replacement Property Addendums, and Rental Applications. As a reminder, you must be a member of the Association to access these forms. Visit www.star.realtor>MEMBER LOGIN>Forms to begin downloading.



Arthur Duhaime CPI, RMS, CRT



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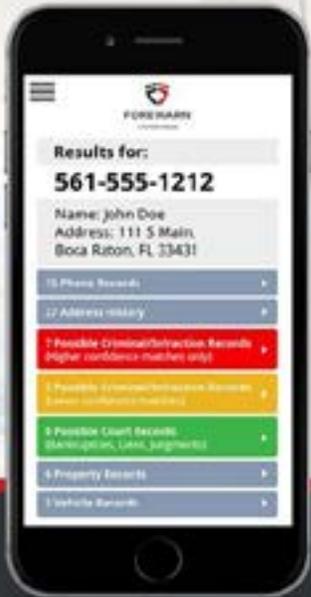


Verify financial risks (bankruptcies, liens, judgments)



Verify current assets (properties and vehicles)

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



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For personal assistance, FOREWARN support is available at 561-757-4551 or support@forewarn.com



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Email Collene Burgess, cburgess@star.realtor to set up your FOREWARN account!

Membership Report

New Salespersons

Allison Agnes DeHoff REALTORS
Angel Colon BHHS Stouffer Realty - Youngstown
Annabelle Savage RE/MAX Edge Realty
April Cheney BHHS Stouffer Realty – Youngstown
Brad Kessler DeHoff REALTORS
Dawn Carlisle Keller Williams Legacy Group
Diane Day Real Living Volpini Realty Group
Dustin Woolf Tanner Real Estate
Erin Pernice Real Living Brokers
Gregory Martin Keller Williams Legacy Group
James Hayden Keller Williams Legacy Group
Jereme Burgess Towpath Properties
Jerry Close BHHS Stouffer Realty – Salem
Jessica Ekhtiar Cutler Real Estate – Dressler
Jonathan Deremer RE/MAX Trends Realty
Jordan Dolph BHHS Stouffer Realty - Uniontown
Kathryn Witmer RE/MAX Edge Realty
Kevin Russo Keller Williams Legacy Group
Khendle Ven Pelt Coldwell Banker Schmidt Realty
Lucija Berkakov DeHoff REALTORS
Mason Gullace Keller Williams Legacy Group
Melissa McDermitt Tanner Real Estate
Michaela Alayamini Keller Williams Legacy Group
Mikol Lanzer EXP Realty
Nathan Serafini BHHS Stouffer Realty – Uniontown
Nichole Cardinale Cutler Real Estate – Applegrove
Peter Sfikas Century 21 Lakeside
Rachel Maney BHHS Stouffer Realty – Wadsworth
Robert Foster BHHS Stouffer Realty - Cleveland
Stephanie Mayle Coldwell Banker Schmidt Realty
Taylor Paige Morgan Keller Williams Legacy Group
Timothy Miller Keller Williams Legacy Group
Tyler Krzynowek RE/MAX Trends Realty
Ying He Keller Williams Legacy Group
Zachary Ralston Whipple Action and Realty
Zachery Wilson Howard Hanna – Canton
Ashton Sauders EXP Realty
Brian Jasko BHHS Stouffer Realty
Constance Tarr EXP Realty
Daniel Makara EXP Realty
Denise Cline McDowell Homes Real Estate
Eric Waldrop EXP Realty
Jennifer Acklin Key Realty

New Broker/Office

Joseph Toto – Crandon Hill Realty

Office Name Change

Stevens and Associations to Apollo Real Estate Services

Secondary Memberships

Steven Sandrene – Adam August Realty

Stacie Testaguzza

New Affiliate

NEW Affiliate

Ark Home Inspections, LLC

Ariel McCleary and Justin Jurovcik

75 Barnes Ave.

Tallmadge, OH 44278

330-696-4032

FASTSIGNS Central Canton

Jane Kilmer

2417 Tuscarawas Street W

Canton, OH 44708

330-495-9267

Rapid Mortgage

Amira Zayes and Lindsey Conrad

18910 Westwood Drive, Suite 101

Strongsville, OH 44136

216-263-1826



Membership Report Cont.

Office Transfer

Adam Johnson EXP Realty
Carlann Freeborn EXP Realty
Chanel Branch Keller Williams Legacy Group
Christina Beckwith EXP Realty
Clarice Perry Keller Williams Legacy Group
Daniel Butera Keller Williams Legacy Group
Greg Wolfe EXP Realty
Jenna Metz EXP Realty
Martina Sadler Keller Williams Legacy Group
Melissa Bunnell-Valentine EXP Realty
Michael Fellouzis Howard Hanna – Dressler
Nicole Osborne EXP Realty
Tammy Medure Keller Williams Legacy Group
Tera Ellison RE/MAX Edge Realty
Wendy Grable BHHS Stouffer Realty – Uniontown

Membership Cancellations

Adam Spotts
Stella Kotsatos-Angelo
Antonio Giordano
Servpro
Arlene Witte
Sue Carano
Barry Barbera
Susanne Novak
Concorde Mortgage
Timothy O' Brien
Drew Hostetler
Toni Santiago
Express Junk Removal
Ezra Malernee & Associates
Hancock Mortgage
Homeside Financial
Jennifer Acklin
Kiriaki Fuciu
Kristin Hardie
Lauren Hutcheson
Merideth Blackwood
ProForma 3rd Degree
Stephanie Weston



In Memory

Gordon LeBeau

Gordon Le Beau a REALTOR Member with Cutler Real Estate passed away on Wednesday, May 12, 2021. Gordon is survived by his brother, David (Nancy) LeBeau, sister, Darlene (Louis) Milavickas, nephews, Dan (Chris) LeBeau and Jeff (Lauren) LeBeau, nieces, Maria (Collin) Artz and Laura (Mike) Bonnot, girlfriend, Vicki Baker, aunt, Shirley (LeBeau) Dennis and her husband Dan Dennis, and aunt, Joan (Patton) LeBeau.

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Upcoming STAR Events

[Broker/Agent Forum Discussion with Anne Petit](#) - **June 10, 2021 9 - 10 AM**

[Core Law Continuing Education](#) – **July 8, 2021 1- 4:15 PM**

[Tickle the Ivories](#) – **July 14, 2021 7-10 PM**

[SHAKER](#) - **July 20, 2021 5-7 PM**

State/National Events

Keep an eye out for these Ohio REALTORS and the National Association of REALTORS upcoming events:

OR National Real Estate Ethics Day – **June 17, 2021 1 - 4 PM**

OR Convention – **September 27-29, 2021**

OR Broker Summit - **Oct. 26, 9 AM - 4:30 PM**

NAR Annual Conference & Expo - **Nov. 12-15**

Save the Date!

Mark your calendars for the following upcoming events happening later this year:

[STAR Golf Outing](#) - **August 27, 2021**

Ethics Continuing Education - **September 9, 2021**

Chili Cook-Off – **September 23, 2021**

Wake Up YPN - **September 29, 2021**

R-Day – **October 6, 2021**

Quarter Auction – **October 30, 2021**

SHAKER - **November 9, 2021**

Fair Housing Continuing Education - **November 11, 2021**

Wake Up YPN - **November 24, 2021**



**STARK TRUMBULL
AREA REALTORS®**

Meeting Topics:

- » Home Inspector Licensing
- » Issues the Commissioners are Seeing
- » The Wild Ride this Market is Providing!

Broker/Agent Forum

DISCUSSION

Join Stark Trumbull Area REALTORS® for an interactive conversation with Superintendent Anne Petit to talk about all things real estate. This is a session not to be missed!



Thursday,
June 10, 2021

9⁰⁰
am

Via Zoom. A link will be sent to your email one day prior from the Association.

Questions? Call or email Lisa Yelichek at P: (330) 494-5630 | E: lyelichek@star.realtor.
RSVP no later than Wednesday, June 9, 2021.

NAR Code of Ethics Deadline December 31, 2021

Get Started Today!



As required for REALTOR® membership, all REALTORS® must complete at least 2.5 hours of ethics training that meets specific learning objectives and criteria. The current cycle deadline is Dec. 31, 2021. This ethics requirement is separate from your State Licensing CE requirements. However you may have taken an Ethics Course that will satisfy this requirement - [CHECK eLICENSE](#) - if you've taken a 3 hour Ohio Ethics, taken between January 1, 2019 and now, email a copy of the certificate to tadams@star.realtor for confirmation on whether it meets the NAR requirement. Additionally, STAR will be offering a virtual Ethics class in September via ZOOM, and we are tentatively planning an in person class for later in the year.

Here are some other options for completing the NAR Ethics course:

National Ethics Day with Leigh Brown by Ohio REALTORS®

June 17, 2021 | [CLICK HERE](#) for more info & to register

This is a FREE Virtual 2.5 Hour Ohio Elective credit/NAR Credit - this will not meet the Ohio 3-Hour Ethics Core Course requirements.

NAR Website

Anytime! | [CLICK HERE](#) to navigate to the NAR Website Code of Ethics Page. You can check your status, and follow links to complete a FREE NON CE Ethics, or there is an option to take a CE version which is paid.

If you have questions, or need help checking your education record, please call the office at 330.394.4001, or email Trisha Adams tadams@star.realtor

Ohio lawmakers approve REALTOR®-backed broadband expansion measure

By Beth Wanless, Ohio REALTORS Director of Government Affairs

The Ohio General Assembly passed one of Ohio REALTORS® top legislative issues, House Bill 2, which expands broadband access across the state. The measure, which includes an emergency clause to allow the program to be implemented immediately, is expected to be signed by Gov. Mike DeWine soon.

The bill, that was sponsored by Rep. Rick Carfagna (R-68) and Rep. Brian Stewart (R-78), seeks to serve Ohio's underserved communities that currently lack access to broadband.

Ohio REALTORS® represents more than 35,000 members who serve all communities -- both large and small -- across the Great State of Ohio. Many REALTORS® reside in areas of the state where accessing high speed internet to operate their small business is a non-issue, however far too many members live in areas that are underserved by broadband access. Unfortunately, this is the case for many homeowners, students, and businesses here Ohio.

"Broadband expansion is critically important for Ohioans and business -- a need that has been heightened by the need for remote work due to the COVID-19 pandemic," said Ohio REALTORS® Chief Executive Officer Scott Williams. "By expanding access to high-speed internet across our state, the ability for real estate professionals to offer their clients the most current technological tools when purchasing either a residential or commercial property will greatly improve."

Additionally, it goes without saying that a home "on the grid" is more desirable than a home that cannot get access to today's technology, especially as the COVID-19 pandemic has forever changed how we work.



A 2019 article in the Journal of Applied Economics found that single-family homes with access to broadband connection have a price that is roughly \$6,000 more, or 3 percent more than similar homes with significantly slower or no connections. Broadband access is simply good for homeowners, and good for businesses.

"We applaud Ohio lawmakers for passing this critical broadband expansion measure which is a shared benefit for all Ohioans," Williams said. "As a result, Ohio's collective connectivity will improve and we are now better positioned to meet the technological demands of tomorrow today." To read more about HB 2, [CLICK HERE](#).

FEATURE

Top tech issues every real estate pro faces

From Ohio REALTORS®

The following article is provided courtesy of the Ohio REALTORS® Tech Helpline. This new, free member benefit puts you directly in touch with an expert to help you with your professional and personal technology needs. Get in touch with an expert by calling (877) 562-3160, Monday - Friday 9 a.m. to 8 p.m. and Saturday 9 a.m. to 5 p.m.

In the wake of the pandemic, working remotely for real estate agents means more reliance on tech tools than ever. An increased presence of technology in the daily workflow of an agent also equates to more tech challenges. Troubleshooting a greater variety of glitches is becoming more commonplace. Thankfully, your Ohio REALTORS® Tech Helpline is here to help brokers and agents quickly overcome these interruptions.

Whether you have issues with a device, network connectivity, resetting passwords, or printer problems, our team of analysts is available to help you get back to work. With Tech Helpline being only a call, text or click away, our priority is giving you access to a team of experts who have 300+ years of combined IT experience at no additional charge.

Here are few of the most common tech issues that real estate professionals encounter and how Tech Helpline can help:

Resetting your Facebook password:

More agents today rely on social media for real estate marketing, especially Facebook. Most real estate pros remain logged into Facebook on both their computer and phone for easy work access. However, there are times where an agent either accidentally logs out or changes a device. Agents often have trouble remembering their Facebook password to sign back in.



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Tech Helpline can help you quickly get back into your Facebook account by walking you through your options, including how to reset your password.

Wi-Fi network issues:

Real estate pros depend on Wi-Fi being readily available for their work. Losing an internet connection can be a huge detriment to your work routine. If you can't fix the issue on your own or find that troubleshooting is too time-consuming, turn to Tech Helpline. Tech Helpline analysts are Wi-Fi troubleshooting experts. And if you are experiencing slow Internet speed or disappearing Wi-Fi networks, reach out for assistance first.

Remember, Tech Helpline offers support for more than just computers and smartphones. You can get help connecting other smart devices to a Wi-Fi network, including Alexa Echo products, Google Home, wireless printers and more.

Backing up or restoring lost data: One of the worst things that can happen to any real estate pro is having a hard drive on their computer crash. It's even more traumatic when you didn't back up your

Continued on next page

Top tech issues every real estate pro faces CONT.

From Ohio REALTORS®

data beforehand. Tech Helpline can help you set up your computer for regular automatic backup protection to avoid this nightmare scenario. Tech Helpline also provides guidance on using a cloud storage service, such as Google Drive or Dropbox, to protect your files. Tech Helpline also can help in recovering lost files or restoring lost data.

Printer Problems: Successfully installing a new printer is not easy. It's one of the most common tech challenges real estate pros reach out to Tech Helpline to fix. Tech Helpline analysts can help you set up your new printer right the first time. And if you have a printer that stopped working correctly, Tech Helpline will troubleshoot to help you get back to business.

Don't put off contacting Tech Helpline to resolve a simple issue or to ask a basic question. The small things sometimes lead to bigger things, and the friendly analysts who work with agents every day at Tech Helpline are ready to help you today!

Remember -- if you run into an issue with your personal or professional technology, anything from your smartphone to problems with your computer -- you have exclusive, FREE access to the Ohio REALTORS Tech Helpline! Get in touch with an expert by calling (877) 562-3160, Monday - Friday 9 a.m. to 8 p.m. and Saturday 9 a.m. to 5 p.m.



The advertisement features a background image of a hand holding a newspaper. On the left side, there are three circular icons: a printer labeled 'PRINT', a laptop labeled 'DIGITAL', and a smartphone labeled 'MOBILE'. The top left corner displays the logo for 'THE REPOSITORY' with the website 'CantonRep.com' below it. The main headline reads 'Media. Plural.' in a large, bold, serif font. Below this, it says 'More than a newspaper.' and 'Delivering news and information to the community through a full range of media products.' At the bottom, there is a list of media products: 'Independent', 'The Times-Reporter', 'the Suburbanite', 'About JACKSON', and 'North Neighbor'.

JOIN STARK TRUMBULL AREA REALTORS® COMMUNITY OUTREACH COMMITTEE FOR

GOLF

Scramble Inaugural Charity



**Friday,
August 27, 2021**

Registration 8 AM
Shotgun Start 9 AM

at Tamer Win Golf and Country Club

Sponsorship Opportunities

Please submit Sponsorships by July 30, 2021
and Team reservations by August 13, 2021

Cash Games & 50/50
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Skin \$20.00/Team

- Eagle \$1000**
Includes: 4 Golfers, 3 Hole Sponsors
- Birdie \$750**
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Includes 4 Golfers, 1 Hole Sponsor

- Beverage Sponsor \$100**
- Hole Sponsor \$100**
- Prize/Giftcard Sponsor \$50**
- Monetary Donations \$ _____**

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Company Name / Contact _____

Address _____

Phone _____ **Email** _____

Player Registration \$100/Player, \$400/Team

Limited to the first 25 Teams. PLEASE PRINT! All Golfers will receive Light Breakfast, Lunch & Dinner.



Player 2

Golf Captain | Player 1

Player 4

Player 3

The Stark Trumbull Area REALTORS® is proud to provide 50% of the proceeds from this event to our chosen charity, Animal Welfare League.



Please submit team reservations by August 13, 2021, to the Stark Trumbull Area REALTORS®
FAX: (330) 394-4001 or email: dboggest@star.realtor

Case # 12-7 : REALTOR® Advertising Free Market Analysis

REALTOR® A advertised on his website as follows: “Free Market Analysis With No Obligation.”

A property owner complained about REALTOR® A’s attempts to solicit the listing, and the complaint was referred for a hearing before a Hearing Panel of the Professional Standards Committee.

At the hearing the property owner testified he had called REALTOR® A to have him prepare a market analysis of his residential property, “. . . with no obligation. . .” as claimed in REALTOR® A’s ads. However, the property owner said that when he and REALTOR® A spoke, he explained that he would be glad to provide the market analysis, but said, “I presume you understand that when we provide this service, we also expect that if you list your property, you will permit us to serve you.” The property owner testified that REALTOR® A did not press the matter at the time and did provide a market analysis. The property owner told the panel that for the next three weeks REALTOR® A or one of his representatives called “practically every single day” soliciting the listing of his home. The property owner testified that on several occasions, someone from REALTOR® A’s office reminded him that REALTOR® A had provided a “valuable free service and we feel that you owe us the listing of the property.”

REALTOR® A responded that he had provided the “free market analysis” as represented in his advertising, and had provided it “. . . with no obligation.” He stated that he had neither asked for nor received a fee for the market analysis. He could not understand why he was required to appear before a Hearing Panel in connection with allegations of a violation of Article 12 of the Code of Ethics.

The Hearing Panel noted that offering premiums or prizes as inducements, or the advertising of anything described as “free” is not prohibited by the Code of Ethics.



While REALTOR® A was free to advertise “free market analysis with no obligation,” such a representation was not a “true picture” if the terms and conditions of the offer were not clearly disclosed in the ad or representation. The Hearing Panel noted that the statement by REALTOR® A when he provided the “free market analysis” that it was “presumed” the property owner would list with REALTOR® A if the property was offered for sale, and the subsequent “reminders” by sales representatives of REALTOR® A about the “expectation” made the representation less than a “true picture.” The panel noted that the property owner did not have a clear, thorough, advance understanding of what would occur at the time the offer was made. The panel concluded that REALTOR® A was in violation of Article 12.

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Study: Discrimination Limits Homeownership in LGBTQ Population

From REALTOR Magazine

By Alex Craig

Perceived and real threats of discrimination are preventing many members of the LGBTQ community from purchasing a home, according to a new study from the LGBTQ+ Real Estate Alliance. The 46-page report, completed in partnership with Freddie Mac, takes a comprehensive look at how discrimination throughout the lives of LGBTQ people, starting in high school up to aging adult, can influence their housing decisions. Survey respondents shared a range of experiences in facing discrimination, from the renting and homebuying process to the legal and mortgage forms they signed.

The LGBTQ community is estimated to hold the potential for \$1 trillion in buying power in the housing market. But that spending power in real estate has yet to be fully unlocked, the report says. The homeownership rate for the LGBTQ population is 49.8%, which is far below the U.S. average of 65.8%, the report says.

Many in the real estate community are unaware that sexual orientation and gender identity are not protected classes under the Fair Housing Act, the study says. Twenty-seven states do not offer any housing protections for the LGBTQ population, according to UCLA's Williams Institute, a research center tracking sexual orientation and gender identity law and public policy.

The LGBTQ+ Real Estate Alliance survey showed that 13.8% of respondents reported they signed legal forms—such as mortgage, purchase agreement, or title documents—that did not adequately represent their life experiences. Nearly 11% reported they experienced a real estate professional discriminating against them in the renting or homebuying process, and 5% said they experienced a landlord refusing to rent to them.

The fear of discrimination might impact where members of the LGBTQ population choose to live or limit their opportunities. For example, about 89% of LGBTQ+ Real Estate Alliance members say they find it at least somewhat important to live in an LGBTQ-friendly community.

"We hope the report provides those working in the real estate industry and beyond with a greater understanding of how discrimination is keeping so many in the LGBTQ+ community from reaching their full potential and ultimately becoming homeowners," said John Thorpe, president of the LGBTQ+ Real Estate Alliance.

Segments within this population may be at even more risk of facing discrimination. For example, more than half—54%—of surveyed Alliance members reported feeling concerned about facing discrimination if they eventually need to live in a senior housing opportunity; about 72% of those between the ages of 55 to 64 share this concern. Also, one in five transgender adults say they've faced discrimination when seeking a home, and more than one in 10 report having been evicted from their homes due to their gender identity, according to the National Center for Transgender Equality. A study by the National Coalition for the Homeless also reports that 40% of homeless youth and 30% of clients utilizing housing programs identify as LGBTQ.

"Looking at the current housing market, it is evident that the community is underrepresented, regardless of more than 11 million LGBTQ+ adults in the U.S.," the report says. "With that said, it is crucial that we build awareness of the adversities that LGBTQ+ adults experience throughout the home buying process and how the presence of sexual/gender discrimination at the start of one's life to the end has a direct influence on the low number of LGBTQ+ homeowners today."

Ohio REALTORS® voice strong support to modernize the state's licensing system

From: Ohio REALTORS

Ohio REALTORS® voiced strong support for a bill designed to modernize the state's licensing system, one of the top legislative priorities of the 35,000-member Association.

Beth Wanless, director of government affairs for Ohio REALTORS®, testified before the Ohio House of Representative's Technology & Innovation Committee in support of House Bill 230, sponsored by Rep. Sharon Ray (R-District 69) and Rep. Thomas Hall (R-District 53), on May 19. In the testimony, REALTORS' experiences with the outdated and inefficient licensing system was detailed. Below is an excerpt of her testimony:

Many policymakers in Ohio are unaware and surprised when they learn that nearly all real estate licensing functions are paper-based and not available in an online platform. We believe House Bill 230 will not only shed light on statewide technological inadequacies, but we also hope it will lead to the modernization our industry desperately needs.

...there are more than 41,000 active real estate brokers and salespeople currently practicing. There are 2,684 active real estate companies and 835 sole proprietors. The real estate industry provides many economic benefits here in Ohio. Data and research show the Ohio real estate industry accounted for \$103.5 billion dollars, or 15.3 percent of the gross state product in 2020. Additionally, the total economic impact of the average home sale in Ohio puts \$61,500 back into the state's economy through construction, commissions, moving expenses, furniture, appliances, remodeling, and other expenditures. In short, the real estate industry and REALTORS are most certainly keeping the Ohio economy moving forward.

Unfortunately, the professional business needs of tens of thousands of real estate brokers and salespeople are not being met. Instead, our members are reliant on a slow, antiquated, paper-based licensing system.

Although there are several licensing functions that should be transferred to an online platform, I will focus on the practice of transferring a license from one brokerage to another. Before COVID-19, real estate professionals could come to the Riffe Center to transfer licenses, and file other necessary paperwork to get their license updated and active. In fact, some of the larger real estate brokerages have a dedicated staff person who used to drive to Columbus to conduct some business in-person as it was the most expedient manner to handle certain licensing needs. However, the pandemic halted all walk-ins and instead a practitioner must now send the forms in through the mail. This shed light on the inadequate, outdated system 41,000 real estate licensees are forced to use every day.

Currently it takes 4-7 days to transfer a real estate license, which means the licensee cannot legally conduct business while awaiting processing and transfer. The waiting period of 4-7 days may seem insignificant, but for professionals who depend completely on commission to make a living, every day is a lifetime.

To make matters worse, Ohio REALTORS® and prospective licensees were at the mercy of a mail system that was also experiencing significant delays and other issues. Even if a real estate professional decided to spend the extra money to overnight an important licensing document to DREPL, there were potentially long delays with this process as all mail was first sent to the Department of Administrative Services for sorting, and then sent to the Division of Real Estate and Professional Licensing for processing. This process could take several days and even weeks as the virus spread requiring DREPL staff to work at home and only be in-office during limited periods. I would be remiss if I did not express our Association's sincere gratitude to the Division of Real Estate and Professional Licensing staff for their dedication, long hours, and tireless effort processing the paperwork they receive.

Continued on next page.

Ohio REALTORS voice strong support to modernize the state's licensing system CONT.

From: Ohio REALTORS®

Before the COVID-19 pandemic, our REALTOR members tolerated the antiquated, paper-based system. During the pandemic, the outdated system literally stopped our members, small business owners, from working. This is unacceptable. If our industry has learned anything over the past year it is that we desperately need an online system for all real estate licensing functions.

Depending on a paper-based system and the mail does not allow for a seamless, efficient licensing system. The system is outdated and does not represent the high-caliber industry professionals who deserve and need an online system to keep their licenses current and active. House Bill 230 will help the policymakers better understand how the system works, how it does not work, and how to get it up to the speed of business that Ohio real estate professionals should enjoy.

The Committee followed up with questions and thanked Wanless for sharing Ohio REALTORS® experiences.

Ohio REALTORS® will keep you updated on HB 230 as it moves through the Ohio General Assembly.

This content is copyright 2021 Ohio REALTORS®. Read more at: <https://www.ohiorealtors.org/blog/1482/ohio-realtors-voice-strong-support-to-modernize-the-states-licensing-system/>

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with Attorney Mark Rodio, Frantz Ward LLP

Thursday, July 8, 2021

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This LIVE Virtual CE will run for three
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Builders: Affordability Hinges on Relief in Material Costs

From REALTOR Magazine

Skyrocketing costs for lumber and other building materials are jeopardizing affordability in the new-home market, builders say. Lumber prices have jumped more than 300% since April 2020. Prices for other materials, such as steel, concrete, and gypsum, are climbing at a record pace, too.

Rising material prices “are significantly driving up prices for single-family homes and apartments,” Robert Dietz, chief economist at the National Association of Home Builders, notes in the group’s Eye on the Economy newsletter. “Combined with expectations of rising interest rates, these higher prices place additional pressure on housing affordability, which continued to decline in the first quarter.”

Steel mill products have seen prices jump nearly 56% year-to-date, and gypsum products used for drywall, for example, have risen 12.5% over the past year.

The escalating costs of lumber and its impact on new-home construction have dominated real estate headlines over the past year. The rising costs have added nearly \$36,000 to the average price of a new home and \$13,000 more to a multifamily unit. Some builders are even adding escalation clauses to their contracts to protect their bottom line, though that adds an extra financial burden to buyers.

The NAHB has been urging lawmakers to look for solutions to resolve surging lumber prices, supply shortages, and tariffs. Last week, four bipartisan lawmakers addressed the need to seek solutions to rising lumber prices, such as by boosting production or ending tariffs on

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Canadian lumber imports into the U.S. “The reality is that record-high lumber prices are putting the American dream of homeownership out of reach for hundreds of thousands of potential home buyers and disproportionately harming middle- and low-income families across the country,” Sen. Jerry Moran (R-Kan.) said on the Senate floor last week. “At a time when residential home building is booming, it is essential that home builders and consumers have access to the materials they need at competitive prices.”

Source: “Record-High Prices on All Building Materials Threaten Housing Affordability,” National Association of Home Builders (May 14, 2021); “Building Materials Prices Continue to Set Record Highs,” NAHB’s Eye on Housing blog (May 13, 2021); and “Lawmakers Urge Action on Lumber; U.S. Trade Rep. to ‘Push for Solutions to the Lumber Pricing Issues,’” National Association of Home Builders (May 14, 2021)

Ohio Lead Abatement Tax Credit

What is the Ohio Lead Abatement Tax Credit?

The Ohio Lead Abatement Tax Credit is a state income tax credit, of up to \$10,000, issued to property owners that have incurred lead abatement costs during the 2020 or 2021 taxable year.

What properties are eligible?

Residential units constructed prior to 1978 are eligible.



What are eligible lead abatement costs?

- Lead risk assessments
- Lead abatement projects
- Clearance examinations
- Relocation expenses associated with lead abatement projects

*All lead activities must be performed by the appropriately licensed lead professional.

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For more information, visit www.odh.ohio.gov/leadtaxcredit

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FEATURE

Appliance, Furniture Shortages Causing Headaches

From: REALTOR® Magazine

House hunters may overcome inventory challenges to finally find a house, but other inventory shortages abound in outfitting their new home. New-home buyers continue to scramble to find appliances and furniture as manufacturing shortages loom. What's more, the shortages aren't expected to ease anytime soon, and in some cases, they're delaying transactions from closing.

In March 2021, the COVID-19 pandemic began shutting down most aspects of the economy, including the appliance sector. "The pandemic has impacted production in the U.S. manufacturing plants as factories have to operate with less workers on site or on staggered shifts as part of social distancing precautions," Gay Cororaton, director of housing and commercial research at the National Association of REALTORS®, told Bankrate.com.

Further, the housing market is booming with new- and existing-home sales and current homeowners also are spending more on remodeling projects. That increase in demand also has prolonged shortages.

Nearly 90% of home builders reported in February that they were having trouble obtaining appliances over the last six months, according to a survey from the National Association of Home Builders.

More real estate pros are reporting delays in closings due to missing appliances. Emily Becker, a real estate pro with Warburg Realty in New York, told Bankrate.com that one of her closings had been delayed for that reason. The appliances were to arrive in March and still hadn't by the beginning of May.



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Also to avoid shortage-related delays, buyers may look for the most popular models or for units in stock, avoiding special orders that could add wait times of as much as nine months.

Homeowners also are having difficulties finding furniture in stock due to high demand and supply chain disruptions. Furniture manufacturers are reporting delays of four months or longer.

Some buyers are being flexible on their offers—not only to make it stand out in a bidding war but also to accommodate these shortages, real estate pros report. Some buyers, for example, are waiving the contract contingency for appliances or negotiating a lower price if the appliances are not in working condition rather than demanding new units.

Meals on Wheels

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Are you interested in helping your community by volunteering?
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With the Adopt-A-Route program, STAR members are welcome to sign up
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Volunteering is held on the first and third
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Volunteers are welcome to bring family
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bubble such as coworkers to assist in the
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Meals On Wheels provides training, mile reimbursement after the route is
completed, as well as step-by-step directions on a compact tablet, making the
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Ready to get started? Simply email Deanna Boggess at dboggess@star.realtor
for more information on signing up as a volunteer.

Interested in volunteering again? You can also email Deanna to sign up for
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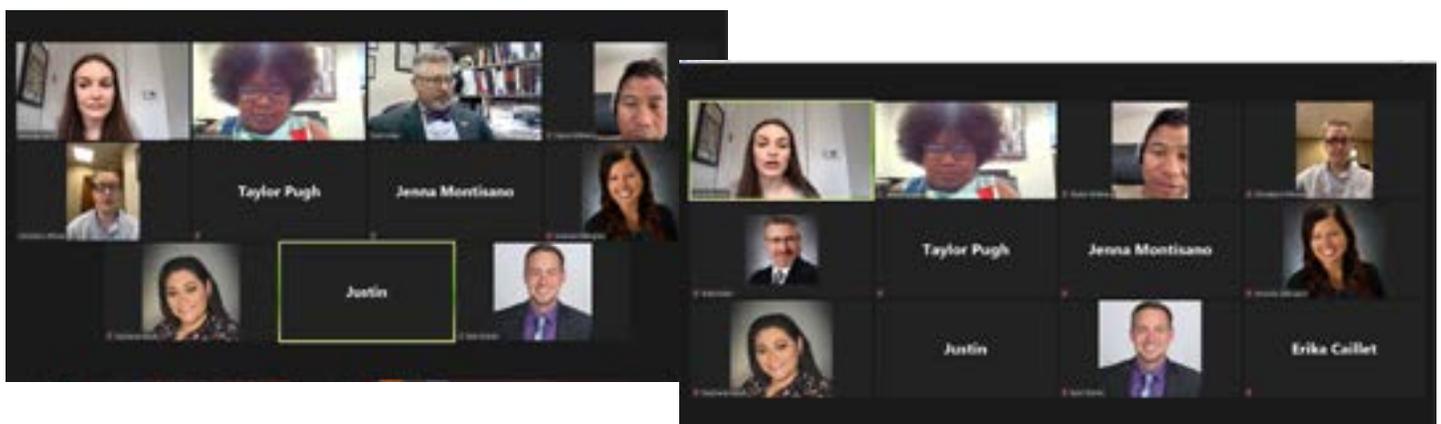
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Past STAR Events

Homebuilding from the Ground Up: May 26, 2021.



Wake Up YPN: May 26, 2021.



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In November, the National Association of REALTORS® debuted a new interactive training platform designed to help combat discrimination in U.S. real estate markets. Called Fairhaven, the immersive simulation is available free to real estate professionals across the country.

“Fairhaven is a new approach to fair housing training that is unlike anything currently available in the real estate industry,” says Charlie Oppler, CEO of New Jersey-based Prominent Properties Sotheby’s International Realty and 2021 NAR president. “Fairhaven uses the immersive power of storytelling to deliver powerful lessons that will help promote equity in our nation’s housing market.”

Produced in partnership with Ernst & Young, the platform takes real estate professionals to the fictional town of Fairhaven, where agents work to close four deals while confronting situations in which discrimination is a factor. As agents advance through the simulation, they receive feedback on their performance that they can use in real-life situations. The course takes 60 to 100 minutes to complete and can be paused or retaken as necessary.

As a leader in supporting fair housing initiatives, NAR is making Fairhaven available to its 1.4 million members, industry partners, brokerage firms, and REALTOR® associations at no cost online at fairhaven.realtor and as a software package for brokerage and association learning management systems.

Get started by visiting fairhaven.realtor to explore the fictional town of Fairhaven and assess how well you are adhering to fair housing principles.

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