



STAR STARK TRUMBULL AREA REALTORS®

Monthly News

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

President's Message

2024 | April

Are you pleasantly surprised by our robust market? I certainly am. Let's express gratitude for the positive trends and refrain from dwelling on the negative aspects.

We've all been made aware of the ongoing lawsuit within the National Association of REALTORS® (NAR) and the potential solutions being explored. It's evident from the proposed resolution that NAR is supportive of us. In my 37 years in this industry, I've witnessed significant changes in our business practices, and this situation is no exception. Adapting to the circumstances and adhering to the court's rulings may pose challenges, but it's essential to embrace and learn from them. At STAR, we're committed to keeping you well-informed and updated through the dissemination of articles provided by NAR.

Did you happen to read the article on redlining in the March 24th Edition of the Canton Repository? It was both enlightening and poignant, underscoring the impact of redlining on the Canton area. If you haven't already, I encourage you to give it a read. We, as your Association, took the opportunity to convey our firm stance against redlining and discrimination as an Association and as REALTORS®.

We have several exciting opportunities for you to connect with your fellow REALTORS® and our esteemed Affiliates. First up is our Spring RPAC Auction at DiLucias Banquet Hall in Warren on May 15th. It's a chance to dress up, enjoy a fine dinner, and support our pack. This event never fails to deliver a memorable time. Look for the flyer in this newsletter for more information.

Mark your calendar for our annual gathering at Breakfast in the Park at Dogwood Park in North Canton on May 22nd at 9:00 a.m. Indulge in a delicious breakfast prepared by STAR Volunteers and enjoy the 50/50 drawing and the Raffle Prizes of flowers provided by your STAR Affiliates. Be sure to register on our website so we make sure to have enough food!

You won't want to miss our YPN/STAR Affiliate sponsored Disco Funk Skating Party on Tuesday, May 28th, from 4:00 to 7:00 p.m. at the North Canton Skate and Entertainment Center. Admission is FREE for STAR members. Come showcase your skating skills and groove to the music!

Thank You to everyone who attended our Rumble in Trumbull Shaker Event in Warren at the Cork and Cap. It was wonderful to witness such a great turnout and see everyone connecting and enjoying themselves. This camaraderie is what makes our organization special—we're a community of good people who work well together and know how to have fun!

Wishing you all a safe and prosperous spring!

Arden Lingenhoel
2024 STAR President

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Classes & Events

APRIL

- APR 17 REALTORS AT THE ROTUNDA
STAR Offices Closed
- APR 23 [REGISTER NOW](#)
Treasurer Sprague Treasury Talk | 10:00 am – 11:00 am
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720
- APR 30 [REGISTER NOW](#)
Shaker at MBAR | 5:00 pm – 7:30 pm
MBAR
5260 Dressler Rd, Canton 44718

MAY

- MAY 2 [REGISTER NOW](#)
1 Hour Elective CE Class | 9:00 am – 10:30 am
Understanding Credit, Sponsored by Taylor Pugh, Rural 1st
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720
- MAY 15 [REGISTER NOW](#)
Spring RPAC Auction | Register 5:30pm, Dinner at 6:00pm
DiLucia's Banquet Center
2610 Elm Rd NE, Warren 44483
- MAY 20 [REGISTER NOW](#)
3 Hour Civil Rights / Liberties CE ZOOM | 1:00 pm – 4:15 pm
ZOOM Class
- MAY 22 [REGISTER NOW](#)
BREAKFAST IN THE PARK | 9:00 am – 10:00 am
Dogwood Park Pavillion
241 7th St NE, North Canton 44720
- MAY 27 STAR Offices Closed for Memorial Day
- MAY 28 [REGISTER NOW](#)
YPN Disco Funk Skate Party
North Canton Skate & Entertainment Center
5475 Whipple Avenue NW, North Canton 44720
- MAY 30 [REGISTER NOW](#)
NEW Member Orientation | 1:30 pm – 3:30 pm
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720

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, February 29
Thursday, May 30
Thursday, September 26
Thursday, November 21



Sign-Up TODAY!

A Note from the CEO

I am reaching out to you in the midst of our industry's ever-changing landscape to ensure you are well-informed about recent developments.

Recent publications, including a compelling op-ed by Tim Hur, NAR REALTOR® Party Community Engagement Liaison, featured in Fortune Magazine, offer clarity on misconceptions surrounding ongoing litigations. Tim's article eloquently dispels widespread misreporting, emphasizing NAR's stance on commissions. I strongly encourage you to read this enlightening piece to thoroughly understand the situation. **You can read the article here.**

Your association remains closely aligned with Ohio REALTORS® and The National Association of REALTORS® to navigate these circumstances adeptly. Be assured we are in capable hands, and there's no need for panic. We stand ready to guide and support you through the weeks and months ahead.

In a proactive move, NAR is offering the Accredited Buyer's Representative (ABR®) designation course throughout 2024 at no cost to REALTORS®, a testament to their commitment to your professional development. Additionally, STAR is providing one of the Elective Courses at a discounted rate to facilitate your journey toward obtaining the ABR designation. We have put together a survey to help shape this opportunity and would like your input to better prepare. **CLICK HERE to take the survey!**

Throughout this period of uncertainty, STAR remains steadfast in maximizing the value of your membership. We are dedicated to delivering unparalleled services and benefits in return. Amidst the influx of emails and news, we urge composure. This phase is but the beginning, and NAR will provide guidance on subsequent procedures in due course.

Expect ongoing communications from STAR, Ohio REALTORS®, and NAR as we strive to keep you informed. Our vigilant Board of Directors is committed to ensuring the swift dissemination of relevant updates.

As a reminder, please continue to check facts.realtor for the latest resources and information regarding the settlement agreement for our members. NAR will also provide ongoing updates about the settlement process as it unfolds on competition.realtor.

Visit ThatsWhoWeR.realtor to view the new consumer campaign ads, and to leverage turnkey advertising and social assets to share. The campaign



Collene Burgess
Chief Executive Officer

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

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

demonstrates the expertise of REALTORS® helping their clients navigate the risks, pitfalls, and complexities of buying or selling a home or property, reinforcing their expertise, commitment and consumer-first approach.

Thank you for your unwavering trust and membership. Together, we navigate these challenges with resilience and determination.

Obituary | Norma L. Good [Please refer to the attached obituary](#)

STAR is deeply saddened to announce the passing of Norma L. Good. Norma served as the President of the Stark County Association of REALTORS (formerly known as...) in 1983. In recognition of her exceptional contributions, Norma was bestowed with the prestigious Lifetime Achievement Award. Moreover, her commitment to education and support for future generations was evident through her establishment of the Norma L. Good Scholarship Fund, which continues to benefit our members today.

Norma was not only a remarkable professional but also a person of great warmth and kindness. Her presence will be sorely missed by all who had the privilege of knowing her.





Treasury Talk

Keys to Home Prosperity

FEATURING: Ohio Treasurer of State, Robert Sprague

TUESDAY
April 23, 2024
10:00 am - 11:00 am

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

North Canton STAR Office

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

**Treasurer Sprague will discuss
programs such as the HomeBuyers
Plus Program, ECO-Link,
and more!**

FREE to attend. Seating is limited,
so register TODAY!



QUESTIONS: Contact Brook Harless, Government Affairs Director
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guesswork out
of getting started!**

Orientation Dates

Thursday, February 29
Thursday, May 30
Thursday, September 26
Thursday, November 21



Sign-Up TODAY!



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

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

Tuesday, March 26
Tuesday, August 6

After Dark in Stark

at MBAR in Canton
5260 Dressler Road
Canton, OH 44718

Tuesday, February 27
Tuesday, April 30
Tuesday, September 24
Tuesday, October 29



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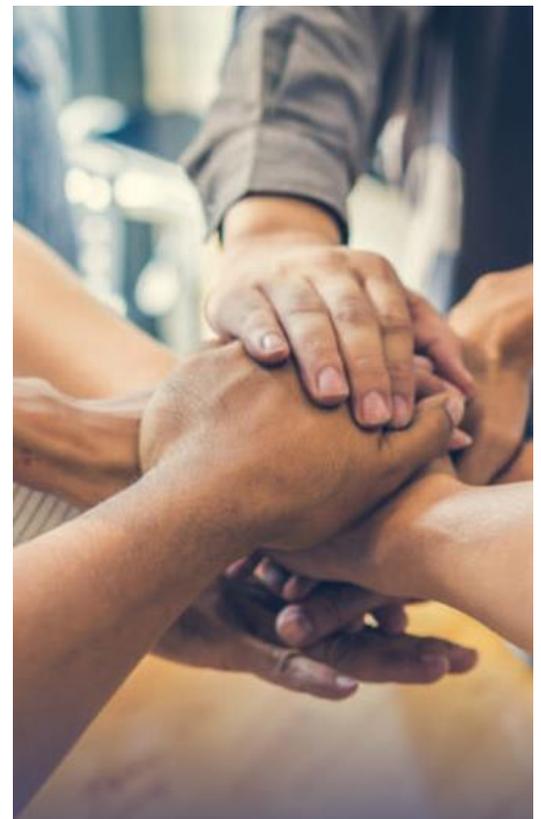
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- 01  **A GLOBAL COMMUNITY & LOCAL CONNECTIONS**
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- 04  **JUST IN TIME INFORMATION**
Stay in-the-know with The Residential Specialist, member-sourced magazine and complimentary subscription to Inman Select

<https://crs.com/membership>



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Association
TODAY**



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STAR Membership Report | MARCH 2024

New Salespersons

Aiden Frasier, *Hayes Realty*
James Felicetty, *BHHS Stouffer Realty*
Regan Longstreet, *ERA Real Solutions*
Kinjal Fox, *eXp Realty*
Rachel Wolfe, *Real Brokerage Technologies*
Craig Fountain, *Re/Max Infinity*
Michael Love, *Great Move Realty*
Darcy Soderstrom, *Hackenberg Realty Group*
Abigail Salvino, *Re/Max Infinity*
Rebecca Learn, *The John Samuels Agency*
Angela Ross, *KW Legacy Group*
Bonnie Scarpino, *Icon Real Estate Services*
Danielle Hahn, *McDowell Home Real Estate*
Mark Ames, *Coldwell Banker Schmidt Realty*
Anthony Collins, *eXp Realty*
James Cvitkovich, *KW Legacy Group*

Transfers from another Board

Logan Berger
Charles Meyer
Franklin Schnabel
Pamela Lemley
Karen Sbory
Megan Benison-Mitchell
Olivia Harvey
Alicia McDaniel-Barclay
Janet Bush-Allen
Jacqueline Jackson
Jackie Pooler

Dropped Members

Bridgette Savran
Stephanie Weston
Scott McDonald
Angela Carlile
Carol Bonk
Carmella Herrington
La Nishera Efford
Deborah Bachtel
Kimeth Henderson
Alicia Whitfield

Office Transfers

Tyler Celce, *KW Legacy Group*
Aaron Robinson, *eXp Realty*
Felicia Fouty, *Coldwell Banker Schmidt*
John Roberts, *KW Chervenik Realty*
Jay Smith, *McDowell Real Estate*
Lucija Berbakov, *KW Legacy Group*



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Administrative Assistant

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FREE 1-Hr Elective CE

Understanding Credit

Instructor: Robert Willis, Credit Repair Resources

This class will give REALTORS® a working understanding of credit and credit reports in relationship to mortgage lending. We will review the elements that make up a credit score, and how they each impact that score. What the Credit Bureaus do (and don't do) will also be discussed. Attendees will receive some "credit nuggets" to help them guide their clients. Finally, we will Bust the top Credit Myths (some of which you 100% believe to be true!!).

THURS, May 2, 2024

9:00am - 10:30am CE begins at 9:15am

Breakfast & Refreshments Provided!

FREE for STAR Members

\$20 Non-Member Fee

In Person at Stark Trumbull Area REALTORS®

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North Canton, OH 44720



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STAR RPAC Committee presents our Annual

RPAC Auction & Dinner WED, May 15, 2024

REALTOR® Packages

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\$300 PAID BY 5/10/2024 WITH \$700
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Major Investor Package Includes:

Eight (8) Dinner Tickets

1 FREE in 2025 Ticket

Table Sponsor Recognition

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\$150 Capitol Club

MUST BE PAID IN FULL BY 5/15/2024
Capitol Club Package includes:

Two (2) Dinner Tickets

1 FREE in 2025 Ticket



\$40 Dinner IF PAID BY MAY 10, 2024

\$45 Dinner at the Door

Registration begins at 5:30 pm

Dinner & Auction begins at 6:00 pm

DiLucia's Banquet Hall

2610 Elm Road

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Drawing for FREE STAR Dues in 2025, a \$225 Value!
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RSVP by 12 pm on Friday, May 10, 2024

Any cancellations not received 24 hours PRIOR
TO the event will be billed the cost of dinner.



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

under 52 U.S.C. 30102. Non-Deductible Percentages of Dues Payments & Assessments \$40 of Ohio REALTORS dues is used by Ohio REALTORS to engage in independent political expenditures for purposes of influencing the election or defeat of State or Federal candidates, as well as Local or State ballot issues; this amount is non-deductible for the member's income tax purposes. For the additional dues of \$255 per member, Ohio REALTORS computes 10% or \$25.50 to be non-deductible due to Ohio REALTORS lobbying effort. Total non-deductible for Ohio Realtor dues is \$65.50. For 2024, with dues at \$156 per member, NAR computes 35% or \$55 to be nondeductible for the member's income tax purposes due to NAR lobbying efforts. Please note that the entire \$45 Consumer Advertising Campaign special assessment qualifies as fully deductible.

**Questions? Contact Government Affairs Director,
Brook Harless GAD@STAR.Realtor**

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3-Hr Continuing Education

CIVIL RIGHTS

*Civil Rights & Fair Housing:
A Historical Journey Into the
Rights of Owning a House*

MONDAY

May 20, 2024

1 PM to 4:15 PM

via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

OPEN TO ALL! *This class meets the
3 Hour State Required CORE LAW
training for Ohio Licences.*

Registration Deadline: Friday, May 17.

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
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SIGN UP TODAY!



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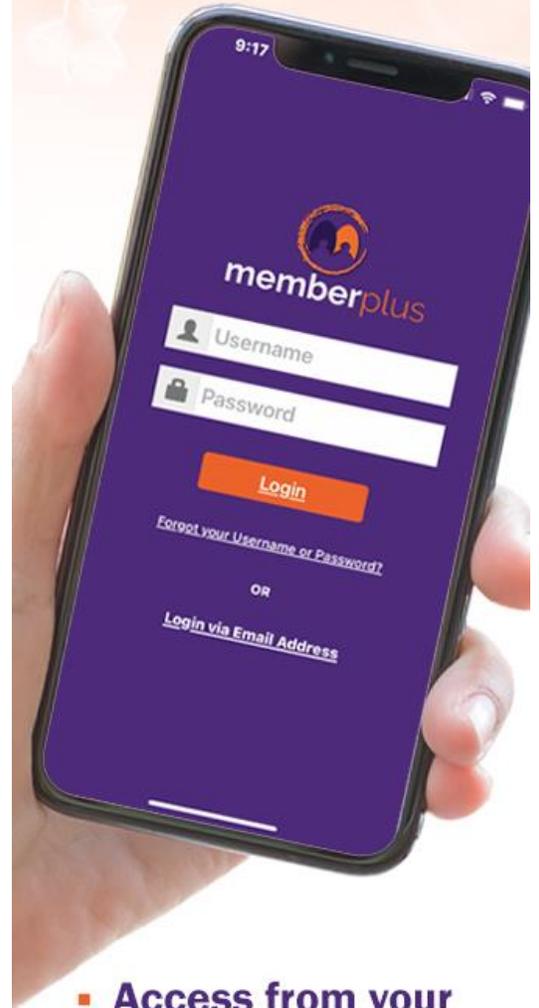
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The GAD's Corner

As your Government Affairs Director, I am pleased to bring you a plethora of updates and exciting events shaping the real estate landscape in our region.

Ohio Senate Bill 94 We're thrilled to announce the passage of Ohio Senate Bill 94, a monumental step forward for our industry. This bill ensures accessibility and preservation of public records while streamlining real estate transactions. Among its provisions, SB 94 establishes a process for electronic conveyances statewide and mandates county recorders to maintain digital copies of records dating back to 1980. This modernization effort not only facilitates commerce but also provides easy access to historical records, bolstering transparency and efficiency.

RPAC's Yearly Auction and Dinner Mark your calendars for May 15th, 5:30 PM at DiLucia's Banquet Hall in Warren, as we host our highly anticipated RPAC's Yearly Auction and Dinner. This year's theme, "Shine Bright with STAR: Bidding for a Better Tomorrow," promises an evening of camaraderie and fundraising for a noble cause. Join us as we work together to shape a brighter future for our community. Remember, be there or be square!

REALTORS at the Rotunda Save the date for April 17th, from 9:45 AM to 4:00 PM, for REALTORS at the Rotunda Day! This exclusive event presents a prime opportunity to engage with lawmakers, deepen your understanding of legislative matters impacting our industry, and advocate for private property rights in Ohio. Elevate your legislative knowledge and network with fellow professionals - your active participation is crucial in shaping policies that affect us all.

Treasury Talk with Ohio Treasurer Robert Sprague Join us for a special discussion with Ohio Treasurer of State, Robert Sprague, on April 23rd, from 10:00 AM to 11:00 AM, at the

STAR Office in Canton. Seating is limited, so be sure to reserve your spot today! This event offers insights into programs like the HomeBuyers Plus Program and ECO-Link, providing valuable information for your clients and enhancing your professional toolkit. Don't miss out on this invaluable opportunity!

Pet Contest Winner Congratulations to Jim Camp, owner of Suki, the adorable 7-year-old female Havanese, our Pet Contest Winner! Suki, a true diva who adores her outfits, captured our hearts with her charming personality. With a penchant for treats and a magnetic charm, Suki is undoubtedly a star in our community.



Jackson Police Levy The Legislative Committee voted to donate to the Jackson Police Levy. This crucial levy serves as the primary funding source for our police department and is vital for maintaining safety and security in our community.

Stay tuned for more updates and exciting events as we continue to advocate for our members and our community. Together, we're shaping the future of real estate in Stark, Trumbull, Carroll, and beyond.



Brook Harless
Government Affairs Director

Contact for:
Government Affairs, RPAC, Legislative Committee

GAD@STAR.Realtor

Office: (330) 494-5630
Mobile: (330) 284-5979



Stark Trumbull Area REALTORS®
& the STAR Community Outreach Committee

ANNUAL *Breakfast in the Park*



PLATINUM Sponsors



WEDNESDAY May 22 at 9am

Dogwood Park Shelter

241 7th Street NE, North Canton, OH 44720

\$5 Entry

WITH Canned Good Donation

\$7 Entry

WITHOUT Canned Good Donation

Your donation of canned food benefits the *Warren Family Mission* and the *Stark County Hunger Task Force*

Questions? Contact Trisha Adams
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Please RSVP on our Website TODAY for Food Count. Entry Fee is CASH at the Door!

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Communications Update

[CLICK HERE FOR SURVEY!!!](#)

We need your input - please take a few minutes to complete this survey to help shape some exciting opportunities for the STAR Membership!

If you have Communication Questions, Concerns, etc. email [Trisha!](mailto:Trisha)



Trisha Adams, Comms Director

tadams@STAR.Realtor

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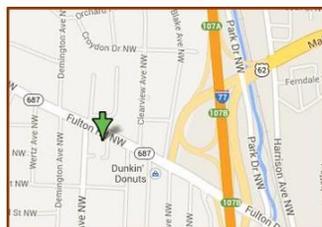
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don't be NEW & Confused...

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

Orientation Dates

Thursday, February 29

Thursday, May 30

Thursday, September 26

Thursday, November 21

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Sign-Up TODAY!



STARK TRUMBULL
AREA REALTORS

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LET'S ROLL!

DISCO FUNK SKATE PARTY

Tuesday, May 28th

4:00 pm - 7:00 pm at

North Canton Skate & Entertainment Center

5475 Whipple Ave NW, North Canton OH 44720

GAMES to Include:

Limbo, Speed Skating,
Couples Skating, Backwards
Skating, and 4 Corners

FREE Registration

for STAR Members

\$15 for Non-Members

FREE FOOD & Desserts!

*ADULTS ONLY. Concessions Available.
Skate Rental Fee is NOT included with
Registration. Guests Renting Skates will pay
\$3.50 for Skates or \$5.00 for Roller Blades.*

*Questions: Contact Candice
membership@STAR.Realtor or 330.494.5630*

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www.STAR.Realtor

Knock, Knock: E-Keys and Unauthorized Access

Published March 7, 2024 | Written By: Jamie Haren

In the world of real estate, ensuring the safety and security of homes during the selling process is of paramount importance. One of the key challenges facing Ohio Realtors is the potential risk of unauthorized access to properties on the market.

Unauthorized access occurs when an agent grants access to a property without the seller's consent. This practice can lead to significant legal and ethical consequences for the real estate agent and their broker. Common scenarios include allowing a potential buyer to enter the property or providing access to third parties, such as inspectors, without the agent present or without the seller's consent. Granting unauthorized access to a home violates Sections 1-16 and 3-9 of the Realtor Code of Ethics Standards of Practice and is one of the leading violations presented to the Ohio Division of Real Estate.

However, this does not mean that an agent must be present everytime the property is visited. Realtors must simply obtain written consent by the seller granting the third party access to the property without the agent present. Services offered through STAR and the MLS, such as Supra, make scheduling showings and inspections simple and even offer the ability to access the property remotely. This allows a third party, such as a contractor, appraiser, or inspector, access to the property without the agent being present provided the Seller has given their written consent.

Below are a few tips for agents to utilize these services while remaining in compliance with ethics requirements:

- Always set appointments to enter the property for any reason in writing or reproducible form. When the appointment is set, authorization for access without the agent present can be given by the Seller;
- NEVER provide a lockbox code to a third party unless the Seller has given prior consent;
- Consider including written consent for access to the property in the listing agreement or purchase agreement;
- With prior authorization, utilize services provided by the Association and MLS to securely grant access to the property.



Jamie M. Haren at Buckingham, Doolittle & Burroughs assists brokers and agents with all types of real estate matters.

Contact her at:
330.491.5226 or jharen@bdbl.com.

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FOREWARN

Have you signed up for your FREE STAR Benefit?

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Results for: **561-555-1212**

Name: John Doe
Address: 111 S Main, Boca Raton, FL 33431

- 15 Phone Records
- 27 Address History
- 7 Possible Criminal/Infraction Records (Higher confidence matches only)
- 3 Possible Criminal/Infraction Records (Lower confidence matches)
- 0 Possible Court Records (Bankruptcies, Liens, Judgments)
- 6 Property Records
- 3 Vehicle Records

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Repository



GOLD Level

Stonegate Title Agency
Huntington Bank

SILVER Level

American Title Associates Agency
Linkhorn Inspection
MCTV
Pumphrey Hamel Insurance
Prime Lending

BRONZE Level

Barry Sigler Inspections
DVP Media Solutions, LLC
Guaranteed Rate Mortgage
Fairway Independent Mortgage
Rural 1st

Monthly Market STATS

February 2024

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

Market UPDATE

STARK COUNTY

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

NEW Listings
364

SOLD Listings
286

Average SALE Price
\$237,613

Average MARKET TIME
42 days

FEBRUARY 2024

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Market UPDATE

TRUMBULL COUNTY

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

NEW Listings
169

SOLD Listings
128

Average SALE Price
\$161,410

Average MARKET TIME
50 days

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Market UPDATE

CARROLL COUNTY

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

NEW Listings
24

SOLD Listings
13

Average SALE Price
\$222,392

Average MARKET TIME
78 days

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