

REAL ESTATE NEWS

Greater Portsmouth Area Board of Realtors

Issue 19 September 2016



Greater Portsmouth Area Board of Realtors
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Board of Directors

Wyatt Bates, President
Renee Storey, Vice President
Molly O'Banion, Secretary
Loretta McClure, Treasurer
Michelle Euton, Director
Terrie Zempter, Director
Nancy Hawk, Director
Sharon Karr, Director
Janet Lodwick, Director
Craig DeAtley, Director
Jennifer Riggs, Director

MLS Board of Directors

Nancy Hawk, President
Sharon Karr, Vice President
Kim Hill, Secretary
Kathy Leesburg, Treasurer
Jon Sinclair, Director
Danny Gleim, Director
Craig DeAtley, Director

UPCOMING EVENTS

Mark your CALENDAR:

September Board of Director/MLS

Board of Directors cancelled

September 19-21 OAR Annual
Convention & Expo - Cleveland

October 11 - Annual Membership
meeting and Election (Oscar's

Restaurant, Portsmouth, Sponsored by
Atomic Credit Union 11:30 a.m. RSVP
by October 5th to Opal

November 10 - Board of
Directors/MLS Time & Location to be
announced

December 13 - General Membership
meeting Time & Location to be
announced

*Check email for additional
information

CELEBRATE SEPTEMBER

Birthday



Candy Frazier 4th
Lana Davis 10th
Billie Craft 14th
Ruthann Brush 15th
Anna Brickey 21st
Peggy King 22nd
Shawn Murdock 28th

Anniversary

Terrie Zempter 9th

OAR Annual Convention & Expo
Sept. 19-21 ... Cleveland



If you have never attended the OAR Annual Convention & Expo you are missing a great time and learning experience and you can pick up CE. Check it out and make every effort to attend. Information on registration is on the OAR website.

NOTICE

The Board office will be closed from September 7th til September 29th. Opal will be working remotely whenever internet service is available.

If you are in need of help you can contact Wyatt Bates, Board President or Nancy Hawk, MLS President.



Diana Seidel Bob Paola

American Savings Bank

The August 16th General Membership meeting was hosted by American Savings Bank at the New Boston Community Center with lunch provided by ASB. Bob Paola, Cincinnati Mortgage Division, spoke of the various funding sources available to clients. A Power Point copy was provided via email to all Realtor® members highlighting the types of loans. Mr. Paola introduced Diana Seidel, Angie Morrison, Brenda Middleton, Jack Stephenson and Todd Medley of the ASB staff.

MTC Program Power Point Link



ASB MTC Program
2016

Door prizes provided by ASB and awarded to Vicki Jenkins, Murdock Realty and Craig DeAtley, Century 21.

VOTER REGISTRATION

Voter Registration packets are available in the Board office and can be given to either new people moving into the area or to those who will be relocating.

This is a great service to provide to your customers!





Scioto County

WEBSITE MAINTAINED BY
SCIOTO COUNTY ENGINEER
CRAIG J. OPPERMAN, P.E., P.S.

COURTHOUSE OFFICE
(740) 355-8265

Scioto County Engineer GIS mapping
<http://sciotocountyengineer.org/oneview/>

Check out the website for access to the mapping and other services provided by this website.

UPCOMING EVENTS

September 1st – 4th River Days

September 2nd – Annual Rotary Fish Fry

September 9th – Chamber of Commerce Golf Outing

September 17th & 18th – St. Mary’s International Festival

September 24th & 25th – Lucasville Trade Days (Fairgrounds)

October 11th – 11:30 a.m. Annual Election of Officers and Directors at Oscar’s Restaurant in Portsmouth, sponsored by Atomic Credit Union. **Please RSVP by October 5th**

Board events Chair Terrie Zempter is working on Fall Fling – please contact her if you are interested in helping with this event.

If you have any suggestions or information for future Newsletters please sent to Opal at portsmouthrealtors@frontier.com

Education Courses

Online real estate/appraisal c.e.

You are here → [Home](#) // [Education](#) // Online real estate/appraisal c.e.

The Ohio Association of REALTORS offers numerous on-line programs or modules that have been approved for real estate continuing education credit through the Ohio Division of Real Estate & Professional Licensing, representing hundreds of available hours. We have professional partnerships with other entities which offer additional options.

New – GRI 100 [on-line examination](#) exclusively available on REALTOR University.

- Successfully complete the GRI 100 examination and receive credit toward the Graduate Realtors Institute designation.
- Introductory offer – on sale now for \$79. This offering is regularly priced at \$119.

Ohio law allows licensees to take all 30-hours of real estate continuing education on-line, including the 9-hours of core courses (3-hours each of Core Law, Civil Rights and Ethics). The maximum per course or module that can be presented is 6-hours.



In cooperation with NAR’s Realtor University, we offer many NAR designation/certification programs such as ABR and ABR electives, e-Pro certification Day 1 and Day 2, SRES, Real Estate Safety Matters, MRP, and SRS, just to name a few. We’ve added many more programs for 2016!

Additional on-line ce courses include Ethics: The Measure of Professionalism, Ohio Makes Agency Simple, Fair Housing and Civil Rights. Please review our new offerings to assist you on the road to success!

- Ethics: The Measure of Professionalism – 3 hrs. Ethics credit (satisfies ODRE required Ethics CE and NAR’s quadrennial Ethics requirement)
- Ohio Makes Agency Simple – 3 hrs. Core Law credit
- Fair Housing – 3 hrs. of civil right credit
- 9-Hour CE Package fulfills core c.e. requirement

For questions or problems in REALTOR University contact 1.877.762.9322 ext. 222

Who do I contact if I have questions about continuing education certification?
 Contact OAR’s Professional Development Group at 1.614.225.6229, or e-mail wright@ohiorealtors.org.



Topics available include: Real Estate CE...A professional partnership with OAR for online real estate continuing education.

Courses available: various curriculums, including packages such as: two 30-hour commercial, two 30-hour residential, plus a 9-hour residential. Additionally, there are numerous individual courses offered, including (among others):

- Taxation – 6 hrs. Elective credit
- Fair Housing – 3 hrs. Civil Rights credit
- Diversity – 3 hrs. Civil Rights credit
- Hot Market Strategies – 3 hrs. Elective credit
- Financing – 6 hrs. Elective credit
- Agency – 3 hrs. Core Law credit
- Contracts – 6 hrs. Elective credit
- Commercial Ethics – 3 hrs. Ethics credit
- Ohio Real Estate Ethics – 3 hrs. Ethics credit Contact: 1-888-827-0777 for questions. Your certificate will be emailed to you immediately upon completion.

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SMOKE DETECTORS

Smoke Detectors, Labels, Cards are ready for distribution. New homebuyers will be receiving the smoke detectors courtesy of the Greater Portsmouth Area Board of Realtors® and agents will be able to personalize the cards and give out to homebuyers at closings.

Our motto is "Safety First"!

You can email the Board office with the number you need and arrange pick up - be sure to bring a bag or box.

GIFTS

Gifts are often given by REALTORS to thank someone for utilizing their services or sending them business. Depending on the circumstances, such tokens of appreciation may or may not be legal under Ohio license law.

“Closing gifts” are commonly given by REALTORS to a buyer or seller after the conclusion of a transaction. Such gifts are permissible under Ohio license law.

A gift is distinguishable from an inducement given to a buyer or seller to enter into a purchase contract. As discussed previously, this type of inducement must be recited in the purchase contract. A “closing gift” is not required to be disclosed in the purchase contract because the client would be unaware of the “closing gift” at the time the contract is entered into and therefore, the gift is not a part of the consideration for the purchase contract.

Gifts for referrals cannot be given to a past client or customer for referring a buyer or seller to a REALTOR. As discussed in the preceding section, that is because under Ohio license law a real estate license is required of anyone who receives anything of value for referring a prospect for the purchase, sale, exchange or leasing of real estate.

Finally, “thank you” gifts to vendors who refer business to REALTORS is prohibited by RESPA if the vendor is considered a settlement service provider. This is discussed previously in the section on RESPA. Examples of settlement providers would include mortgage brokers, title companies, appraisers, etc.

FAQs on Gifts

Q. 1: I usually give my buyers a \$50 gift certificate to a local restaurant after the closing to thank them for doing business with me. Is that legal?

A. 1: Yes.

Q. 2: Is there a dollar limit on the value of the gift I give my seller or buyer?

A. 2: No.

Q. 3: At Christmas, I send a poinsettia to all of my past clients who referred me business during the year. Is that a violation of the license law?

A. 3: Giving something of value to an unlicensed person for referring a buyer or seller to you could be construed as paying a commission to an unlicensed person. To avoid a potential license law violation, it is advisable that you send the poinsettia to all of your clients who bought or sold a home with you during that year regardless of whether they referred you business.

CONCLUSION: While inducements, referral fees and gifts can be an effective method of generating business, it is crucial for REALTORS to understand the legal limitations and restrictions on such promotions. In most instances, inducements offered to a party to a contract are allowable as long as disclosure is made in the purchase agreement. Likewise, gifts can be given to the parties after a closing to thank parties for their business. The payment of fees or anything of value for referring business to you is also permissible if paid to a licensed person. Other referral fees are generally prohibited. Being cognizant of the laws in this area is essential for REALTORS to assure compliance and avoid disciplinary action.

Core Standards UPDATES and Changes for next submission 2017 Among other changes, for the compliance cycle starting July 1, 2016, associations must do the following:

- Engage in at least two activities per year that demonstrate how the association is the "Voice for Real Estate" in its market, and at least two activities demonstrating the association's investment in the community.
- Require six hours of professional development for volunteers who carry out responsibilities that would otherwise be handled by paid staff.
- Offer, promote, or provide at least one professional development opportunity for members every year.
- Annually certify that they have conducted an activity promoting REALTOR® safety.
- Provide resources for or access to leadership development education or training for their elected REALTOR® leaders, and document those resources.
- Include a voluntary political action committee or political advocacy fund contribution on their dues statements, unless prohibited by law.
- The board decided to transition to a calendar-year compliance cycle for the standards. As a result, the next compliance cycle will last 18 months, from July 1, 2016, through Dec. 31, 2017. Watch for a complete list of updates at REALTOR.org's Core Standards page.

CALL TO ACTION

Don't forget to contact your legislators regarding the next Call To Action
CONGRESSIONAL MAP
For Political Advocacy

<http://www.realtor.org/reports/congressional-maps-2015>

Whenever you get an email from the Board office you will be asked to participate in the CALL TO ACTION
Core Standards REQUIRE that we have 20% participation in the CALL TO ACTION so please respond when you are notified. It is simple and only takes a minute!

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This is a very interesting article on HACKERS targeting Real Estate transactions and a must read!



