

August 1, 2020

# BEYOND *the* sale

Brought to you by your local Marion REALTORS®



[www.marionohioboardofrealtors.com](http://www.marionohioboardofrealtors.com)

Volume 6 Number 8

"The Mission of the Marion Board of REALTORS is to Organize, Educate and Support its members in the responsibility to Help and Protect the Rights of all Individuals to enjoy Home Ownership, and to be a positive influence in the Marion Community."



*Stay Positive, Marion!*

*We Will Get Through This*

*Together!*

Contacts:

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740.387.2928

Marion Board of REALTORS®  
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Office: 740-387-2928 FAX: 740-382-9420

Sheila Hamilton  
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# 2020 Yearly Calendar

## August

- 5 Picnic in the Park **Cancelled**
- 6 Investment **2:00 p.m.**
- 18 Budget/Finance **10:00 a.m.**
- 25 Board of Directors **10:00 a.m.**

## September

- 15 Budget/Finance **10:00 a.m.**
- 17 General Membership Meeting @ Board Office – Cindy Price Voting Registration Meet Local Candidates **10:00 a.m.-12:00 p.m.**
- 21-23 State Convention (Cleveland)
- 28 MLS **10:00 a.m.**

## October

- 20 Budget/Finance **10:00 a.m.**
- 27 Board of Directors **10:00 a.m.**
- 31 Halloween

## November

- 4 Election Day
- 11-16 NAR Convention in New Orleans, LA
- 17 Budget/Finance **10:00 a.m.**
- 24 Board of Directors **10:00 a.m.**
- 26 Thanksgiving Day
- 27 Board Office Closed

## December

- 24-Jan 1 Closed Starting at Noon for the holidays
- 25 Christmas

## Back to School? What a crazy time!


Union Home Mortgage Corp. NMLS 2229

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**SCOTT LILL**  
Loan Officer  
1148 E. Center Street,  
Marion, OH 43302  
NMLS: 1652847  
OH MLO:054986.000



**STEPHANIE SINKS**  
Loan Officer  
1148 E. Center Street,  
Marion, OH 43302  
NMLS: 355346  
OH MLO:038211.000



**CANDY WENDLING**  
Branch Manager  
1148 E. Center Street,  
Marion, OH 43302  
NMLS: 224111  
OH MLO:036250.000

Union Home Mortgage Corp. | 4230 Tuller Road Suite 101, Dublin, OH 43017 | unionhomemortgage.com

## Picnic in the Park

The August 5<sup>th</sup> Picnic in the Park has been cancelled due to the Covid-19 virus and Social Distancing.

## RPAC

If you would like to still donate to RPAC, please do so at this time. Just make your check out to Ohio RPAC and forward it to the Board Office. Thank you!



**The UNION BANK Co.**  
United Bancshares, Inc. (UBOH)

[www.theubank.com](http://www.theubank.com)

**Pam Workman**  
AVP/Branch Manager  
220 Richland Road  
Marion, OH 43302

NMLS #773644  
740-386-2171 x7332  
Fax 740-386-2080

[pworkman@theubank.com](mailto:pworkman@theubank.com)



## Ohio REALTORS Coronavirus Updates and Information

For Coronavirus resources and news, please check the Ohio Realtors and NAR websites for daily updates.

## MBOR Facebook & Website Pages

If you find that you have a little time, it might benefit each of you to take a few minutes to search out our website. [www.marionohioboardofrealtors.com](http://www.marionohioboardofrealtors.com). It has a wealth of information regarding upcoming events, important updates, and many other sources of information that you may find helpful for your business. We also have a Facebook page full of resources, helpful hints and even pictures of events in which the Board has been involved. If you would, please share these sites with your clients. Thank you!

## Ohio REALTORS State Convention

The State Convention will be a virtual conference and will be held over 2 weeks in September. They will be offering CE classes during the convention. Then on October 1<sup>st</sup>, 8<sup>th</sup>, and 15<sup>th</sup> they will be offering the core classes virtually, one of the classes on each date. If you attend the State Convention, you can also take advantage of the classes in October for \$20.20 as a bonus.

## 2020 NAR REALTORS Conference & EXPO

The NAR Conference and Expo will be a virtual conference. It will be held November 13-16<sup>th</sup>.

## Office Staff

Affective August 10<sup>th</sup>, the Board Office will be open from 9:00a.m.-1:00p.m. Monday-Thursday. You will be required to wear a face mask when you come into the Board Office. We will only allow 2 people in the office at a time except for committee meetings. If the meeting is to be held at the Board Office, you will be required to practice social distancing with a distance of 6 feet in between each person.



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**SAFETY IS NO ACCIDENT**

Stay safe on the job with videos, webinars, articles, tips and more

Visit [www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)

**NATIONAL ASSOCIATION of REALTORS**

**SANDY GRAFF**

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## NAR Stresses Commitment to Racial Equity in Federal COVID-19 Relief Measures

July 23, 2020  
Media Contact:  
Wesley Shaw 202-383-1193  
Fair Housing

WASHINGTON (July 23, 2020) – The National Association of Realtors® [wrote\(link is external\)](#) to House Financial Services Committee Chairwoman Maxine Waters and Ranking Member Patrick McHenry this week, relaying its commitment to ensure all Americans benefit equally from federal COVID-19 recovery provisions.

“Following the Great Recession, people of color did not experience the same economic recovery as White Americans, [and] Black homeownership rates fell to levels not seen since the passage of the Fair Housing Act,” NAR President Vince Malta, broker at Malta & Co., Inc., in San Francisco, CA, wrote. “If action is not taken now, we fear that history will repeat itself and the racial wealth gap will widen and threaten the overall prosperity of our nation.”

An examination of inequality in America, NAR contends, reveals that the racial wealth gap is primarily a housing wealth gap, with lower homeownership rates leaving an impact on minority communities that can last generations. African Americans lost nearly \$200 billion in wealth between 2009 and 2012, largely due to homeownership losses.

In 2019, NAR worked with the Urban Institute and the National Association of Real Estate Brokers to develop a [five-point framework to address the Black homeownership gap\(link is external\)](#). Specifically, the plan calls on the nation to (1) advance policy solutions at the local level; (2) tackle housing supply constraints and affordability; (3) promote an equitable and accessible housing finance system; (4) provide further outreach and counseling initiatives for renters and mortgage-ready millennials; and (5) focus on sustainable homeownership and preservation initiatives.

“Building the future begins with equal access to housing and opportunity for all,” Malta concluded. “All Americans deserve to reap these benefits that extend beyond housing – helping families afford higher education and transferring wealth to later generations. Let’s work together to make the American Dream work for everyone.”

The National Association of Realtors® is America’s largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

NAR opposes discrimination in housing based on race, color, religion, sex, handicap, familial status sexual orientation, gender identity, and national origin. This policy is embodied in NAR’s Code of Ethics. NAR also authorizes sanctions in response to a finding that a member has violated any fair housing law, including local and state laws that prohibit discrimination based on sexual orientation or gender identity. NAR policy is to support equal opportunity on the basis of sexual orientation and gender identity and the NAR Code of Ethics was amended in 2010 and 2013, to include this updated policy in the Code of Ethics.

# 2020 Affiliates Of the Marion Board of REALTORS®

ACS Title and Closing Service  
Appraisal Center  
Baker Real Estate Services  
Buckeye Home Inspector  
Blue Appraisal Company  
Chicago Title Agency  
Crossland Title Agency  
E & E Consultants  
Fahey Bank  
First Citizens National Bank  
Home Team Appraisal  
Inspect Ohio  
Joseph A Porter & Associates  
Kennon Osbun  
Knickel's Lawn Kare  
Les D Morgan Agency  
Liberty Appraisals  
Linkhorn Inspection Group  
Marion CanDo

Marion Community Credit Union  
Marion County Auditor  
Marion Land Title  
Merrill Lynch  
Ohio Basement Pros  
Park National Bank  
Paul's Exterminating  
Peacock Water  
Preferred Appraisal Services  
Premier Bank  
Professional Appraisal Services  
ProVision Inspections, LLC  
R & R Drain Pro  
The Union Bank  
Union Home Mortgage  
Verne Hart Insurance  
World Class Title  
Zucker Associates Insurance  
Agency, Inc.



We would like to offer some free advertising to our affiliates in the form of a flyer. If you would like to take advantage of this offer, you can forward your flyer to [shamilton@marion.net](mailto:shamilton@marion.net). We will promote this on the Marion Board of REALTORS® Facebook page.

## NEEDS:

Masks  
Book Bags  
Composition Notebooks  
24-pk Crayons  
Dry Erase Markers  
Liquid Glue  
Glue Sticks  
Headphones (no earbuds)  
Pencils  
Red Ink Pens  
Highlighters  
Play Doh  
Scissors  
Boxes of Tissues  
Gallon Ziploc Bags  
Sandwich Ziploc Bags  
Pencil Boxes  
Watercolor Sets  
2-Pocket Folders with Prongs  
Baby Wipes  
Paper Towels  
Markers  
Spiral Notebooks  
Colored Pencils  
Notebook paper  
Post-it Notes  
1" Binders

**THE  
PUBLIC IS  
WELCOME  
TO  
DONATE**



# SCHOOL SUPPLIES DRIVE

SPONSORED BY  
THE MARION BOARD OF REALTORS

**HELP US TO HELP THE  
KIDS OF THE MARION  
CITY SCHOOLS**

**AUGUST 10 – 20**

9:00 a.m. – 1:00 p.m.



Monday-Thursday

WE ENCOURAGE EVERYONE TO GET

INVOLVED IN THIS SUPPLY DRIVE!

PLEASE BRING YOUR SUPPLIES TO THE

MARION BOARD OF REALTORS OFFICE

AT 515 E CENTER ST, MARION.

DUE TO COVID-19, WE ARE ASKING

THAT YOU LEAVE YOUR ITEMS IN THE

BACK ENCLOSED PORCH AREA.

ATTACHED IS A LIST OF NEEDS

Hello  
**AUGUST**



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Termite Inspections  
Well Water Sampling  
Gas Line Inspections  
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State Certified and Licensed

740 262-0939  
inspectohio.com  
calvin@inspectohio.com

Lisa A. Bush

The Olson Vincent Sharma Group  
Financial Advisor

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206 S. Prospect Street

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T 740 223 1777 F 740 281 1243 T 866 688 9057

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## NAR's Code of Ethics Training Reminder

This requirement is extended from every two years to every three years. This extends the current cycle deadline from December 31, 2020 to December 31, 2021.

The current cycle began January 1, 2019.

REALTORS are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. Keep in mind, if you take Code of Ethics someplace other than the Board Office or online via NAR you must provide a copy of your completed certificate to the Board Office. This change was approved by the NAR Board of Directors at the NAR Convention November 2019.

Even though the deadline is about 1 ½ years away you may want to go ahead and take the Code of Ethics online. You can do this for **FREE**. There is a course for **NEW Members** and those individuals are those who got their license between January 1, 2019 and December 31, 2021. Everyone else is considered **Existing Members** and there is a course for you.

- Go to [www.nar.realtor](http://www.nar.realtor)
- Click the Education Tab
- Select Code of Ethics Training
- You will select either For New Member or For Existing Member
- Take the Online Course Now
- The current cycle you want is January 1, 2019 to December 31, 2021
- You will be tested at the end of the course.
- You can start and stop the course but remember to save your work, otherwise you will have to start over once you go back in to resume.
- You have 30 days to complete the course once you start it.
- NAR will notify the board office once you complete the course.

If you have questions, please contact the Board Office at 740/387-2928. Failure to complete by the December 31, 2021 deadline will result in suspension of your license until you complete it.

## Committee Reports

### MLS

The 3 contingency options are now available on Navica. The revised input form is currently being worked on and should be available in the near future. Keep watching for details.



**INSURE CAREFULLY. DREAM FEARLESSLY.**

**Les Morgan**  
Les D Morgan Agency, Inc.

(740) 389-9696 (Office) | (740) 225-4156 (Cell)  
2365 Marion Mount Gilead Rd  
Marion, OH 43302-8912  
lmorgan@amfam.com

**AMERICAN FAMILY INSURANCE**

### Budget/Finance

The committee approved the June Financial Statement.

### Program/RPAC

The committee will not be having the August Picnic in the Park, but plan to have some type of event towards the end of the year. The RPAC committee will continue to take RPAC donations. Make checks payable to Ohio RPAC and forward them to the Board Office.

### Education

The committee held a Concealed Carry class at the end of June. We had a total of 15 people attend that class with 5 being members of the board and the rest from the public.

### Board of Directors

The BOD approved the June financial statement and all committee reports. Opening of the Board Office will start on August 10<sup>th</sup> Mon-Thurs. 9:00a.m-1:00 p.m. We are looking into CREXI which is a commercial listing service that works with NAR to give us more presence of our commercial listings on a local and national level. Due to the Coronavirus, Sheila requested to work 4 hours a day until further notice.

### Bylaws

Will be setting up a meeting to make an amendment to the Bylaws concerning the election of Officers. Due to the Coronavirus.



**OHIOBASEMENT PROFESSIONALS**

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ohiobasementpro.com



## 2021 Affiliate Achievement Award Nomination Form

*Deadline for submission is Friday, August 21, 2020.*

*The Award will be presented at the Installation Banquet.*

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The **Affiliate Achievement Award** was developed to recognize an Affiliate Member who has gone above and beyond his/her duty to support the Marion Board and its Members and presents sincere interest in being a part of the Marion Board of REALTORS®.

Affiliates must meet the following criteria to meet the requirements for nomination:

- Must be a current affiliate member of the Marion Board of REALTORS®.
- Must have sponsored and/or participated in at least two (2) Marion Board of REALTORS® events in 2019 (sponsorship of C.E. classes can be included).
- Promote the image of the Marion Board of REALTORS®.
- Active in the Marion Community.

**Affiliate Name & Company** \_\_\_\_\_

**Briefly tell us why you believe this Affiliate should be named for the MBOR 2021 Affiliate Achievement Award.** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Submitted By:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
(Print Name)

*Please return form to the Board Office via email [ldye@marion.net](mailto:ldye@marion.net) by August 21, 2021. Thank you!*





## 2021 REALTOR® of the Year Award Nomination Form

*Deadline for submission is Friday, August 21, 2020.*

*The Award will be presented at the Installation Banquet.*

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The REALTOR of the Year Award Committee is seeking nominees for REALTOR of the Year.

You are invited and urged to use this form to name the REALTOR of the Marion Board whom you believe best exemplifies the following Business Attitudes and Personal Traits. REMEMBER we are an all REALTOR Board.

- 1) Is educated and knowledgeable about current demands of real estate practice and financing.
- 2) Is interested in and involved with board functions and programs.
- 3) Has, in your opinion, a reputation for honesty, with fair and ethical dealings.
- 4) Is involved in listing and selling real estate property and is available for the regular daily conduct of business.
- 5) Is cooperative with fellow REALTORS in co-brokerage situations.
- 6) Maintains a positive and business-like outlook.
- 7) Makes a professional appearance and conducts himself/herself in a professional manner.
- 8) Involved in community activities.

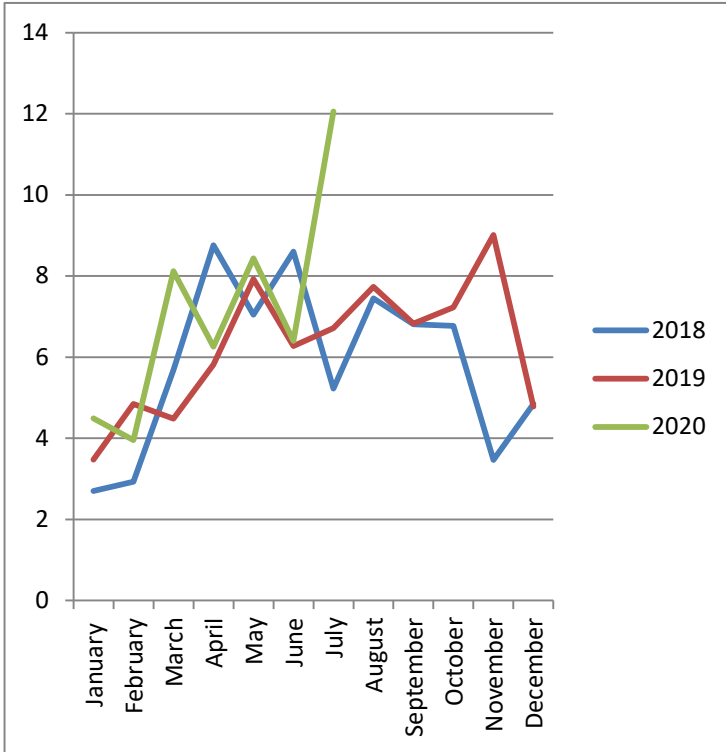
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I suggest \_\_\_\_\_ be considered for the  
REALTOR of the Year Award because \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

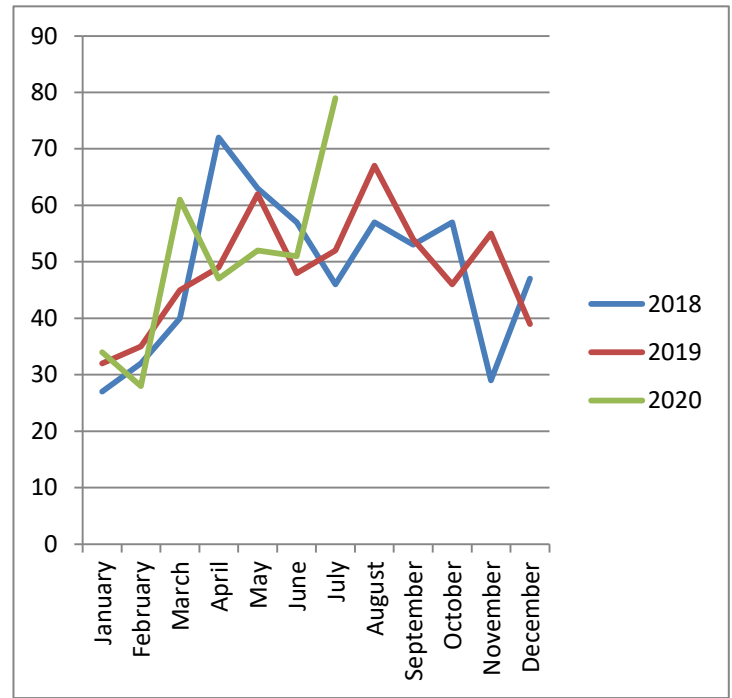
*Please return form to the Board Office via email [ldye@marion.net](mailto:ldye@marion.net) by August 21, 2020. Thank you!*

# July 2020 Statistics

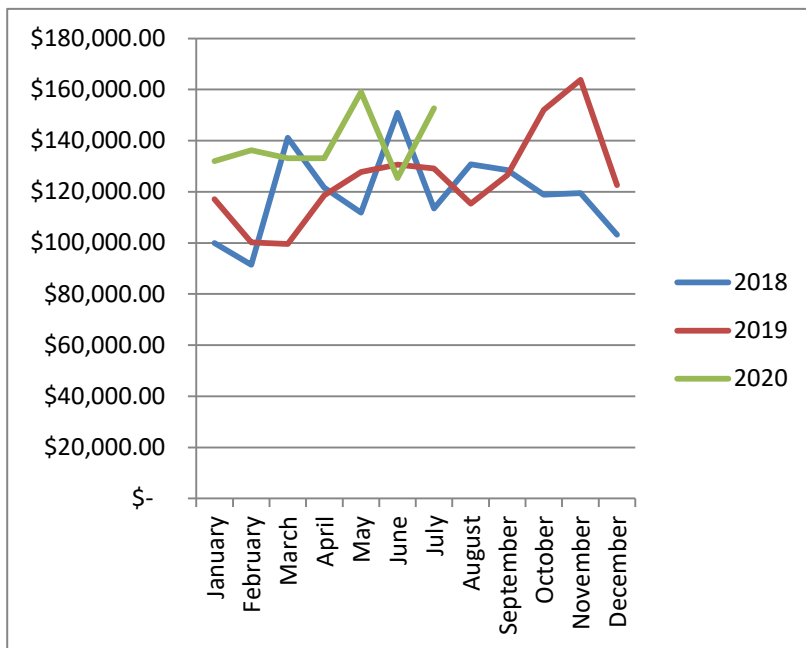
Residential Sold Dollar Volume (in Millions)



Total Residential Sold



Average Residential Selling Price



**MBOR Affiliates: 39**  
**MBOR Members: 183**

**Total Residential Sold: 79**  
**Average Residential Selling Price:**  
**\$152,636.00**  
**Residential Sold Dollar Volume:**  
**\$12,058,209**