

July 1, 2020

# BEYOND *the* sale

Brought to you by your local Marion REALTORS®



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

Volume 6 Number 7

"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."

## Happy 4<sup>th</sup> of July

### Office Staff Working Remotely

Although the Board Office will continue to be closed through the end of July, the Board Staff is happy to assist you. All calls that ring into the Board Office (740.387.2928) will be forwarded to Lori's home phone. If you have questions/concerns on billing or need to contact Sheila, you can reach her at 740.751.2392.

Lori Dye: [ldye@marion.net](mailto:ldye@marion.net)

Or

Sheila Hamilton: [shamilton@marion.net](mailto:shamilton@marion.net)

The staff is there to help with any questions or concerns.

Please help keep the COVID-19 virus contained by doing the following:

-Wash your hands...

After coughing or sneezing

When caring for the sick

Before, during and after you prepare food

Before eating

After handling animals or animal waste

### Ohio REALTORS® President's Sale Club Award

The application, rules, eligibility and FAQs can be found on the Ohio REALTORS® website at [www.ohiorealtors.org](http://www.ohiorealtors.org). You will click on the Membership Tab at the top of the homepage. Scroll down until you see Awards and Applications and click on it. TRANSACTIONS CLAIMED MUST HAVE BEEN CLOSED BETWEEN JULY 1, 2019 AND JUNE 30, 2020. Your 2020 Application (postmarked) deadline is July 21, 2020...\$100 LATE FEE WILL BE ENFORCED AFTER JULY 21<sup>ST</sup>.

Contacts:

Lori Dye: [ldye@marion.net](mailto:ldye@marion.net)  
740.387.2928

Marion Board of REALTORS®  
515 E Center St., Marion, OH 43302  
Office: 740-387-2928 FAX: 740-382-9420

Sheila Hamilton  
[shamilton@marion.net](mailto:shamilton@marion.net)  
Cell: 740.751.2392

# 2020 Yearly Calendar

## July

- 3 Office Closed
- 4 4<sup>th</sup> of July – Independence Day
- 15-16 Ohio REALTORS Leadership Summit
- 21 Budget/Finance **10:00 a.m.**
- 28 Board of Directors **10:00 a.m.**

## August

- 5 Picnic in the Park **6:00 p.m.-8:00 p.m.**
- 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

## Ohio REALTORS 2021 Leadership Team

The 2021 Leadership Team (Seth Task, John Mangas and Ralph Mantica) would like your assistance with their 2021 Committee member and Vice Chair Appointments. This survey is asking members to provide their 1st and 2nd choice for an appointment – whether it is an appointment as Vice Chair of a committee/forum in 2021 or an appointment to one of our key committees in 2021. There are a limited number of positions to fill, so, completing the survey will not guarantee an appointment to one of these positions, but it will put your name in front of incoming leadership for their consideration. Please click on this link: <https://ohiorealtors.wufoo.com/forms/2021-key-committee-membersvice-chair-appointment/> The deadline for members to complete the survey is July 24.



**OHIOBASEMENT PROFESSIONALS**

**Calvin R. Lee**  
Inspector

- Basement waterproofing
- Sump pump installation
- Perimeter grade improvement
- Cracking wall repair
- Bowing wall support
- Mold remediation

740-262-0939  
ohiobasementpros@gmail.com  
ohiobasementpro.com



**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

## 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. See Page 11 for more details.

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.



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

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

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**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® Education and Events of Interest

### Women of Vision Conference

First One Ever! Inspire, Motivate, Empower! This conference will be held August 6<sup>th</sup>, 9:00 a.m. to 4:15 p.m. at The Exchange at Bridge Park Conference Center, 6230 Riverside Drive, Dublin, Ohio 43017. The cost is \$125.00. The conference is about becoming your most powerful self, through the sharing of success stories, key knowledge, networking and self-reflection. NAR Past-President Elizabeth Mendenhall will serve as the emcee. To register go to [ohiorealtors.org](http://ohiorealtors.org) and click on the Education Tab at the top of the homepage.

### Industry, Legal & Legislative Update

Ohio REALTORS® Legal Services Peg Ritenour and Lorie Garland will be instructing this 3-hour of Core Law C.E. Class. The cost is \$59.00. The class will be held on August 25<sup>th</sup>, from 9:00 to 12:15 p.m., at the Columbus REALTORS® complex. You can register for this by going to [ohiorealtors.org](http://ohiorealtors.org) and clicking on the Education Tab at the top of the homepage. If this date does not work with your schedule, please see the Ohio REALTORS® August Calendar for other dates in Ohio that this CE will be offered. See Page 9 for more details.

## Seeking Board Nominations for Election

You will find within the newsletter the Nomination Form to run in this year's Board Election. We are looking for nominees to run for President-Elect, Assistant Secretary/Treasurer and Director. If this is something you are interested in, please complete the form and return it to the Board Office by July 15<sup>th</sup>.

Lisa A. Bush

The Olson Vincent Sharma Group  
Financial Advisor

### **Merrill Lynch Wealth Management**

206 S. Prospect Street

Marion, OH 43302

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

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## Division provides an update on Ohio's home inspector program

Jun 17, 2020

A special message from Anne Petit, Superintendent of the Ohio Division of Real Estate & Professional Licensing, on the status of Ohio's home inspector licensure program:

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As Ohio's home inspectors continue to meet the needs of home buyers -- and sellers -- during this time, we realize keeping you updated on developments regarding the implementation of Ohio Revised Code 4764, the Home Inspector Program, is crucial. If you have any questions regarding this information, please email [OHIB@com.state.oh.us](mailto:OHIB@com.state.oh.us). We hope you continue to stay safe and be well during this time.

As Ohioans have begun to reengage in business, community and other activities, it is important to remember that all businesses are required to adhere to the appropriate Responsible RestartOhio guidelines. We've heard so many examples of home inspectors taking necessary precautions, most before they were even mandated, in order to continue providing this essential real estate service. We applaud and thank you!

Previously, we shared with you the news that the rules approved by the Board and originally filed with the Joint Committee on Agency Rule Review (JCARR) were withdrawn to be refiled at a later date. That "later date" has not yet been determined; accommodations for public comment must be ensured. So, what does that mean for Individuals not yet licensed? For our home inspectors currently licensed under the "grandfather" provision? For education providers?

Here are the answers to those and some other questions:

- \* Individuals may continue to perform home inspections without a license until a date to be determined. We will provide an update on our website and via email well in advance of the date one is required to be licensed. Please, if you have not done so, sign up for email updates. Until we know what timeframes are reasonable for both education providers and new applicants, we will not begin implementation, and therefore, enforcement.

- \*Home inspectors with a "grandfather" license will have license expiration and continuing education requirements modified reasonably to reflect the time missed due to the delay in the rules, further impacted by the COVID-19 situation.

- \*We are acutely aware that many existing inspectors, as well as those new to the profession, were not able to qualify under the "grandfather" provisions as of Jan. 10, 2020, leaving them wondering how they will qualify under the "new" applicant provisions of Ohio Revised Code 4764. Those individuals may be seeking qualifying education, with providers stuck in a quandary: Go forward with an 80-hour program that appears to satisfy the draft rules or don't offer the program until rules are finalized.

- \*We commit to giving great weight and consideration to qualifying education programs that reflect the requirements in the rules as currently drafted. Education providers must understand that this consideration is not a guarantee of approval for programs submitted under final promulgated rules. However, we will make a decision based on the current proposed rules for qualifying education.

- \*Our commitment to home inspectors -- current and prospective licensees -- in Ohio extends to providing reasonable lead time should any timelines and/or requirements change.

Given the current environment and uncertainty of the finalization of the rules, we strongly recommended individuals to continue to monitor the Division's website for further updates. This has been an unprecedented time in our lives, and we look forward to continuing to work with you to fully implement and enforce Ohio's Home Inspector Program.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1341/division-provides-an-update-on-ohios-home-inspector-program/> we will make a decision based on the current proposed rules for qualifying education. Our commitment to home inspectors -- current and prospective licensees -- in Ohio extends to providing reasonable lead time should any timelines and/or requirements change. Given the current environment and uncertainty of the finalization of the rules, we strongly recommended individuals to continue to monitor the Division's website for further updates. This has been an unprecedented time in our lives, and we look forward to continuing to work with you to fully implement and enforce Ohio's Home Inspector Program.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1341/division-provides-an-update-on-ohios-home-inspector-program/>

MARION BOARD OF REALTORS®, INC.

For use by the Nominating Committee

NAME: \_\_\_\_\_

BUSINESS ADDRESS \_\_\_\_\_ BUSINESS PHONE: \_\_\_\_\_

HOME ADDRESS \_\_\_\_\_ HOME PHONE: \_\_\_\_\_

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I am interested in being considered as a nominee for the following elective position:

\_\_\_\_\_ PRESIDENT-ELECT      \_\_\_\_\_ ASSISTANT SECRETARY-TREASURER

\_\_\_\_\_ DIRECTOR (2 yr. Term 2021 and 2022)

All terms will begin January 1, 2021. The President-Elect automatically succeeds to the Presidency in 2022.

The Board of Directors meets the fourth Tuesday of each month unless notified otherwise.

A CANDIDATE FOR THE BOARD OF DIRECTORS AND SECRETARY/TREASURER MUST HAVE HELD MEMBERSHIP FOR THE PREVIOUS TWO (2) CONSECUTIVE YEARS IN THE MARION BOARD OF REALTORS® PRIOR TO HOLDING AN OFFICE AND HAVE SERVED ACTIVELY ON A COMMITTEE FOR AT LEAST ONE (1) YEAR. IN ADDITION, THE PRESIDENT-ELECT SHALL HAVE SERVED AS AN ELECTIVE OFFICER OR A MEMBER OF THE BOARD OF DIRECTORS.

IT IS ALSO IMPORTANT THAT YOU ATTEND LOCAL BOARD EVENTS AND MEETINGS.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

**Please return completed form to the Marion Board of REALTORS®, Inc., no later than July 1, 2020. Thank You.**

# 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  
First Federal Bank of the Midwest  
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  
Paul's Exterminating  
Peacock Water  
Preferred Appraisal Services  
Professional Appraisal Services  
ProVision Inspections, LLC  
R & R Drain Pro  
The Union Bank  
Union Home Mortgage  
United Bank  
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.

## Reporting CE per Ohio Division of Real Estate

Renewal Date Extensions are being granted for licensees whose due date falls between 3/6/2020 and the date the pandemic is deemed to be over (which has not yet been determined). If their due date falls within that window, they will have 90 days from the end of the pandemic to submit their renewal without penalty, or until 12/1/2020, whichever comes first. But if their due date falls outside that window, your renewal and CE will still be due on their due date. All CE courses are available online.

Please note that late renewals cannot be processed online; licensees will need to mail in the paperwork and fees to renew after their due date ([https://www.com.ohio.gov/documents/real\\_COM368\\_1RealEstateRenewalApplication.pdf](https://www.com.ohio.gov/documents/real_COM368_1RealEstateRenewalApplication.pdf))

### Thank you!!!

We would like to say a big "Thank You" to Keith and Connie Adams for providing donuts for the Concealed Carry Class. Also "Thank you" to Josh Dennis with ProVision Inspection for providing the meal!



## COVID-19 RELATED SCAMS ARE SURGING—PROTECT YOURSELF WITH THESE TIPS BY HOM EDITOR

June 2020

With the worldwide pandemic, there is enough to worry about in regards to our safety and livelihood — the last thing individuals and communities need to be concerned about are scammers trying to con their way into lives and wallets using the fear of the coronavirus as their "in".

Fortunately, there are plenty of precautions that can be taken to stay physically safe such as staying home when possible and washing your hands, but what about the precautions to stay safe financially and in turn, mentally? Preventative measures such as avoiding online offers for vaccinations, being wary of ads for test kits, and not handing out any personal information via phone or internet are great steps to keep yourself secure from online scammers.

As everyone is spending much more time online, in both personal and professional capacities, various scams are surging amongst communities. These scams are taking advantage of individuals' and families' concerns, worries, and desperation. These cons are not only affecting personal lives but companies' viability as well, as scammers are exploiting those who let their guard down.

*We've compiled some of the most prominent scams you may come across and identified tools to help you avoid them:*

A purple and white advertisement for Union Home Mortgage. At the top left is the Union Home Mortgage Corp. logo with NMLS 2229. At the top right is the Union Home Mortgage logo. The main text reads: "Our Commitment TO YOU AND YOUR CLIENTS WE'RE GOING TO DO EVERYTHING IT TAKES TO MAKE YOU A RAVING FAN OF UNION HOME MORTGAGE." Below this is a quote: "Union Home Mortgage will be by your clients' side for the entire life of your loan. When it's time to refinance, invest or buy a new home, our team will be ready to help your clients take that next step. After all, we're your raving fans, too." A green call to action says: "Let us help facilitate your client's financial goals. Contact us today. 740.375.8737". Below are three employee profiles: Scott Lill (Loan Officer), Stephanie Sinks (Loan Officer), and Candy Wendling (Branch Manager), each with a photo and contact information. At the bottom is the address: "Union Home Mortgage Corp. | 4230 Tuller Road Suite 101, Dublin, OH 43017 | unionhomemortgage.com".

A white advertisement for Verne Hart Insurance Agency. At the top right is the name "SANDY GRAFF". Below is the Verne Hart Insurance Agency logo, which features a red heart shape behind the text "Verne HART Insurance Agency". To the right of the logo is the address and contact information: "324 EAST CENTER ST. MARION, OH 43302 740 387-0643 EMERGENCY 740 387-7797 FAX 740 382-2150 SANDY@VERNEHART.COM".

## 1. FRAUDULENT CORONAVIRUS INSURANCE

As scammers begin to see the height of concern for those with financial and medical woes on the brain, they will try calling households claiming to be health insurance agents selling affordable insurance to cover coronavirus "treatment." Anyone offering a health policy that has a coverage provision is likely a scam, so hang up on any similar call from an automated message and avoid sharing any personal information over the phone or by email.

## 2. CANCELING HEALTH INSURANCE

In addition to robocalls regarding coronavirus "coverage," you may receive a phony telephone call claiming that your current health plan was canceled, in efforts to stir up concern. This will likely be followed up with a toll-free number to call in order to "fix" the error, or if this communication is via the internet, a spam link will be provided that installs malware, so avoid this at all costs.

## 3. FAKE TRAVEL INSURANCE

Many people must travel during these uneasy times, whether it is to relocate somewhere safer to shelter in place or to care for families and friends in need. Be vigilant when it comes to pitches for travel insurance that claim to cover COVID-19 affiliated trip cancellations. As Cory Sobczyk, the vice president for business development at Arch RoamRight, says, "Most travel insurance plans don't offer coverage for pandemics like the coronavirus," so look into what your policy does and does not cover, as companies may try to be vague to mislead you.

## 4. CORONAVIRUS TESTS AND MEDICINE

It's widely known that there is no vaccine nor cure for COVID-19 just yet, so any message received regarding vaccines, drugs, or medicines that are "insured and paid for" by your health policy are false and should be disregarded. It is only natural to be tempted by promises of cures or preventative measures during this time, although considering this is the first time this virus has been seen in humans, there are no existing vaccines or drugs to treat COVID-19 that have been approved by the U.S. Food and Drug Administration (FDA). While the FDA is working with manufacturers around the clock to develop new vaccines, it will likely take at least 18 months for a vaccine to be ready, according to Annelies Wilder-Smith, professor of emerging infectious diseases at the London School of Hygiene and Tropical Medicine, and that is with no hiccups. Not only will these fraudulent products rob you of your money, but they could lead to life-threatening harm.

## 5. HACKING INTO VIDEO CHATS

As so many employees are now working from home, video conferences are becoming the norm for meetings and check-ins for companies, as well as a platform for socializing during after-work hours. Cybercriminals have managed to edge their way into popular video conference software such as Zoom and Skype. By hacking into private video chats, hackers can leverage the screen-share feature to retrieve private information and/or display inappropriate content that boots attendees off the chat. While there is only so much one can do to steer clear of video hackers, being diligent to keep call dial-ins and video chat links private will help avoid the potential risk. If the content of your meeting is sensitive, Zoom now has a Waiting Room feature which prevents anyone from entering the chat until the host is ready.

## 6. FAKE CHARITIES

With the abundance of people diagnosed with COVID-19, struggling to make ends meet while balancing finances and uncertainty, there are many incredible citizens and organizations coming together to create fundraisers through platforms such as GoFundMe. Unfortunately, with each genuine fundraiser comes fake pages that are created by scammers in hopes to con you out of your money. A foolproof way to avoid these imposter pages is to verify any links sent to you before sending any donations and be sure not to donate in cash, gift card, or by wiring money. If you come across a campaign or page on the popular website GoFundMe that appears blatantly fake, you can report it to their team. It's also a good idea to keep your guard up with any requests seeking coronavirus related donations. If you are looking to help those in need, do some research and try to find a reputable organization that you can address your check to.

The best way to avoid these various scams is to simply never hand out personal information and avoid clicking any links from unknown people or spoof email addresses. Of course, there are situations where personal information is imperative to be provided a necessary service, so prior to doing so just be sure you're chatting with an esteemed company and do the appropriate research. There are cybersecurity basics to keep in mind such as keeping your security software up to date, setting strong (and different) passwords for each of your devices and programs, and keeping your electronics nearby and never unattended in a public place.

**IN THE END, YOU HAVE CONTROL OVER THE INFORMATION YOU SHARE**



Some more actions to take to keep yourself and your finances safe are to secure your home network by turning on encryption, safely storing sensitive files and information, and securely disposing of sensitive files and information. Another quick beneficial authentication subset is enabling 2-step verification, which will double your security measures and further protect you from any phishing attempts by allowing you to authenticate logins from another device.

As for securing your network, encrypting your internet traffic allows you to hide your browsing data on the web which includes personal information and auto-saved passwords. By encrypting your network traffic, any online activity will be concealed from ad tracking systems, your Internet Service Provider (ISP), and the government, making it much more difficult for hackers to gain access to your information. Many people aren't aware that as of 2017, Internet Service Providers in the U.S. are permitted to sell their customer's browsing patterns to advertisers so they can help tailor their targeted advertising to specific browsers. The knowledge that your searching habits are being sold certainly brings up a sense of discomfort, and with the awareness of various cyber scammers taking advantage of the pandemic, encrypting your internet connection is the safest option to keep your information private.

When it comes to your sensitive files, destroying them isn't always an option. Even if it is, there are very specific ways to go about it to ensure they don't end up in the hands of anyone else. If you have tangible confidential material that needs to be transferred to your office, for example, be sure to keep it in a locked drawer or safe beforehand. As for electronic data, you can send your documents using an encrypted file-sharing service such as pCloud, Enigmail, or LastPass. When the time comes to destroy important data, whatever you do, *do not* just toss it in the trash. Confidential information should always be shredded with a micro-cut shredder and it is advised to triple-check that data has been wiped using Department of Defense (DoD)-compliant software on your computer and/or hard drive rather than just sitting in a virtual trash can waiting to be recovered.

If you're an employee working from home and are worried about private information that belongs to your company being leaked, simply follow the protocols that your employer has implemented. By pursuing your employer's security practices as well as these tips, you can feel comfortable protecting your company's confidential data as well as your own.

In the end, you have control over the information you share with others. You can protect yourself against online scammers exploiting the coronavirus pandemic for their own benefit by taking the time to look over any shared links prior to clicking on them, and avoid posting any important information in any public forums of any kind.

## Industry, Legal & Legislative Update

Ohio REALTORS® Legal Services Peg Ritenour and Lorie Garland will be instructing this 3-hour of Core Law C.E. Class. The cost is \$59.00. The class will be held on August 25th, from 9:00 to 12:15 p.m., at the Columbus REALTORS® complex. You can register for this by going to [ohiorealtors.org](http://ohiorealtors.org) and clicking on the Education Tab at the top of the homepage. If this date does not work with your schedule, please see the Ohio REALTORS® August Calendar for other dates in Ohio that this CE will be offered at. Due to the COVID-19 and social-distancing, the classes are limited to 20 people. Another option is a Livestream Webinar will also be held on September 3<sup>rd</sup>, from 1:00 to 4:15 p.m., if you would like to take advantage of this option.

When it comes to your *new home...*  
you need a person that understands YOU.

**David Cooke**  
Retail Lender  
NMLS#506924

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195 Barks Rd. West, Marion, OH | 740-389-3381

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**InspectOhio**  
Environmental Testing • Property Inspections

Calvin R. Lee  
Inspector

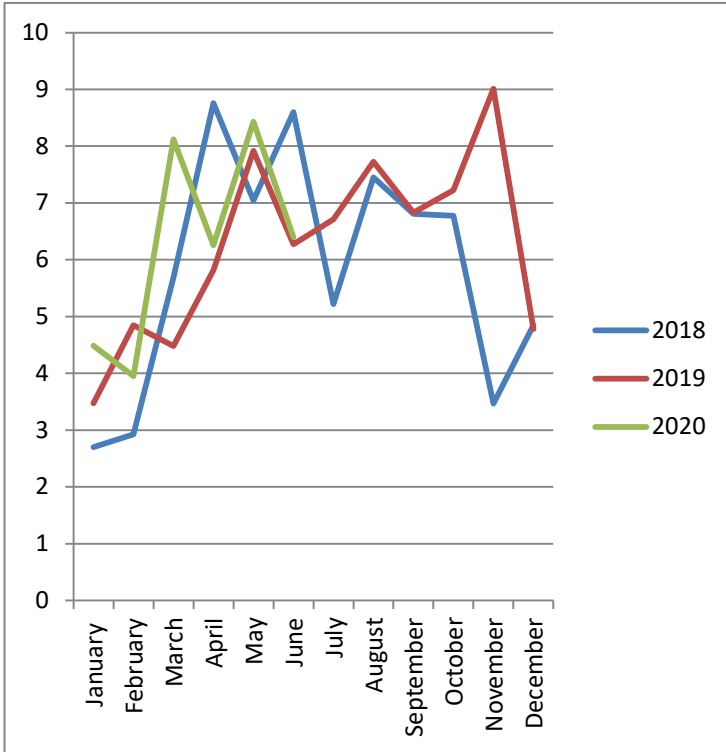
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Termite Inspections  
Well Water Sampling  
Gas Line Inspections  
General Home Inspections

State Certified and Licensed

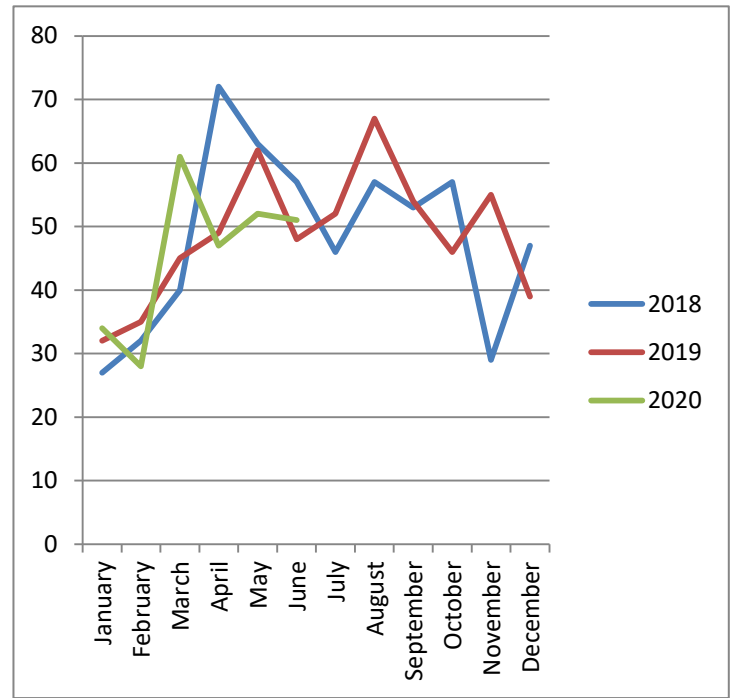
740 262-0939  
[inspectohio.com](http://inspectohio.com)  
[calvin@inspectohio.com](mailto:calvin@inspectohio.com)

# June 2020 Statistics

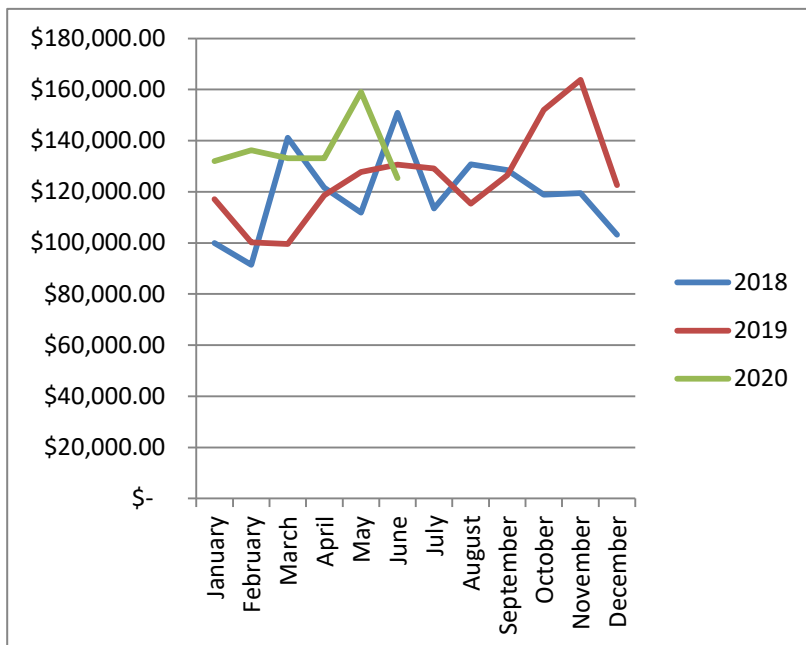
Residential Sold Dollar Volume (in Millions)



Total Residential Sold



Average Residential Selling Price



**MBOR Affiliates: 39**  
**MBOR Members: 178**

**Total Residential Sold: 51**  
**Average Residential Selling Price:**  
**\$125,401.00**  
**Residential Sold Dollar Volume:**  
**\$6,395,450.00**

## 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

### Board of Directors

The directors approved the May Financial Statement. All committee reports were approved as presented. The home inspection program has been postponed again. Individuals may continue to perform home inspections without a license until a date is determined (see the

latest article within this newsletter). Board Staff will continue to work remotely. Committee Meetings will be determined by the chairs on how they would like to meet. The board's Strategic Plan was approved.

### Budget/Finance

The committee approved the May Financial Statement.

### Investment

We were unable to meet with our financial advisor this month. He did not recommend any changes be made at this time. We will meet with him in August.

### MLS

The committee will be sending the revised input form to SEI with the updates. We plan to hold some type of class once this goes into effect. The Clear Cooperation Policy was discussed. Anytime you start advertising a listing on Facebook, other social media outlets, put a sign in the yard, or any other type of advertising you have 1 business day to put it in the MLS. This item was approved by the NAR Board of Directors in November 2019. If you have a listing and do not advertise it in any way the 72-hours is still in effect. The committee also talked about the fines for not having your advertised listings in the MLS within the 1 business day. The fines will be \$50, \$100 and \$200. You will be given 2 warnings before a fine will be implemented. Soon Days on Market will be calculated till it goes contingent. We will have 3 separate categories

1. Contingent Escape – DOM will continue to be calculated when this is selected.
2. Contingent Financing/Inspections –DOM will stop when this is selected.
3. Pendings – DOM will stop when this is selected. This will not be mandatory to close out listings.

We will notify you when SEI gets this in place.

### Program/RPAC

Due to the Coronavirus restrictions to social-distancing the committee made the decision to cancel our RPAC Auction this year and to ask our members to make monetary donations instead. Forward your check payable to Ohio RPAC to the Board Office by July 31st. Our goal this year is \$1,320. Also, the committee was going to have a Picnic in the Park in August but at this time we cannot reserve a pavilion at the parks, so this item is on hold for now.

## Board Office Closed

The board office will be closed Friday, July 3<sup>rd</sup> in observance of the July 4<sup>th</sup> holiday.

