

June 1, 2020



www.marionohioboardofrealtors.com

BEYOND *the* sale

Brought to you by your local Marion REALTORS®

Volume 6 Number 6

"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."

"I will be GRRREAT & show pride in the Marion Board of REALTORS®!"

Marion Board of Realtors®
515 E Center St.
Marion, OH 43302

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FAX: 740-382-9420

Contacts:

Lori Dye
ldye@marion.net
740.387.2928

Sheila Hamilton
shamilton@marion.net
Cell: 740.751.2392

Marion Board of REALTORS



Office Staff Working Remotely

The Board Office will continue to be closed through the end of June. 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

Or

Sheila Hamilton: 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

2020 Yearly Calendar

These are tentative dates for Meeting and Event, depending on the Coronavirus. We will advise everyone if anything is cancelled or postponed.
Stay Tuned!!

June

3	Hospice Golf Outing Kingsmill	CANCELLED
4	RPAC/Program Committee via Zoom	2:00 p.m.
16	Budget Finance	10:00 a.m.
22	MLS Committee	10:00 a.m.
22	Investment Committee	2:00 p.m.
23	Board of Directors	10:00 a.m.

July

3	Office Closed	
4	Fourth of July	
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 -8:00 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.
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September (cont.)

21-23	State Convention(Cleveland)	
22	Board of Directors	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 New Orleans, LA	
17	Budget/ Finance	10:00 a.m.
24	Board of Directors	10:00 a.m.
26	Thanksgiving Day 26-	
27	Board Office Closed	

December

24 - 1	Closed Starting at Noon for the Holidays	
25	Christmas	



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

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

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inspectohio.com
calvin@inspectohio.com

May Committee Meeting Highlights

MLS Committee

Clear Cooperation Policy. One you start advertising a listing, you have 1 business day (or 24 hours) to upload it to Navica. If you fail to do so, you will receive one warning and then after that you will receive a fine. Fines will be \$50, \$100, and \$200. The committee has been making changes to the residential input form to match the online Navica input form. The committee hopes to have this ready to use soon.

Budget/Finance Committee

The committee approved the April Financials and also the 990 Tax Form Draft.

Investments Committee

Our investments took a hit. The committee will continue to watch them and will be meeting more often with our financial advisor. Since the committee does not see a need for a large amount of money, it was decided to increase our stocks from 53% to 60%.

Board of Directors

Approved the April Financials and approved the 990 Tax Form Report. They approved all committee reports. They will continue to allow board staff to work from home through June and will continue to hold committee meetings via Zoom. They approved opportunity for affiliates to introduce themselves, their products and promotions available by video presentation, email or Board FB Page

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

David Cooke
Retail Lender
NMLS#506924

FIRST FEDERAL BANK
Better together.

First-Fed.com

Member FDIC

279 Jamesway Dr., Marion, OH | 740-389-5993
195 Barks Rd. West, Marion, OH | 740-389-3381

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. 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 AFER JULY 21ST.

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.

Union Home Mortgage Corp. NMLS 2229

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.

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.

Let us help facilitate your client's financial goals.
Contact us today. 740.375.8737

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



REALTOR® SAFETY TIPS

Take action to slow the spread of COVID-19 by wearing a cloth face covering in public spaces, keeping at least 6 feet of physical distance, and frequently washing your hands.



Learn more at
[NAR.realtor/safety](https://www.nar.realtor/safety)



Ohio REALTORS Coronavirus Updates and Information

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

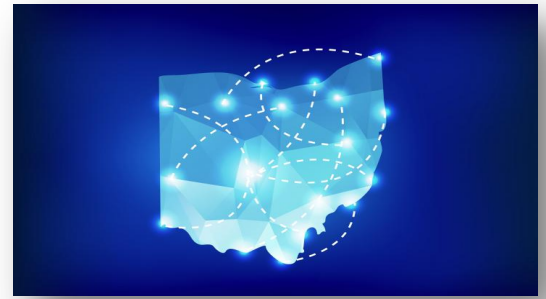
Reporting CE per Ohio Division of Real Estate

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.

Ohio REALTORS support bill to expand broadband access

May 28, 2020

By Carrie Arblaster,



Ohio REALTORS Assistant Vice President of External Affairs Ohio REALTORS has testified in support of Substitute House Bill 13, a bill that would expand broadband access across Ohio. The bill, sponsored by Rep. Rick Cafagna (R-68) and Rep. Michael O'Brien (R-64), is currently being considered by the Ohio House Finance Committee. Ohio REALTORS represents 33,000 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 people and businesses here Ohio. Even before the COVID 19 pandemic we were aware of these inequities. However, in the midst of the pandemic that has forced tens of thousands of Ohioans to work remotely, the severity of the issue is heightened and the importance of filling those gaps has become even more critical. When required to operate remotely, businesses with better connectivity have a greater advantage than those without. At Ohio REALTORS we desire success for all our members and their businesses. Equally, we want consumers and property owners to have access to broadband as so many Ohioans do already. 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 would greatly improve. Additionally, it goes without saying that a home that is “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. Broadband expansion is a vitally important, shared benefit for all Ohioans. Expansion will improve our individual and collective connectivity and better position current and future Ohioans to meet the technological demands of tomorrow today. As such, while we strongly encourage you to pursue a path of ensuring affordable high-speed access, we are mindful that associated expenses need to be broadly shared among beneficiaries and not unfairly target home buyers or sellers in the form of conveyance fees or other added burdens to property owners. We applaud the DeWine administration for the creation of an Ohio Broadband Strategy, the office of BroadbandOhio and the financial commitment it has made should this piece of legislation move forward. Ohio REALTORS is excited to see movement on this issue in Ohio, specifically through Sub. HB 13. At the federal level the National Association of REALTORS has been advocating for broadband expansion since 2012. While we are still hopeful for a comprehensive strategy at the federal level, Ohio has an opportunity to act now.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1325/ohio-realtors-support-bill-to-expand-broadband-access/>

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Calvin R. Lee Inspector

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

740-262-0939

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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 1st.



Ohio REALTORS® Care Initiative

Be a part of the Ohio REALTORS® Care Initiative program that is in progress to help feed our fellow Ohioans who are facing challenges as a result of the COVID-19 pandemic. Ohio REALTORS® have joined forces with the Ohio Association of Foodbanks, which operates a network of Ohio's 12 Feeding America foodbanks that serve all 88 counties in Ohio. Every dollar donated will make a BIG difference in the lives of those impacted by the virus. It's easy to donate. You can send a check to: Ohio Association of Foodbanks, 100 E. Broad St., Ste. 501, Columbus, OH 43215. You can also make a donation online at www.ohiorealtors.org. On the homepage you will see Ohio REALTORS® Care Initiative. Click on Donate Ohio.

Ohio REALTORS® President Chris Reese and her leadership team have set a goal of \$100,000 to reach. To date, the goal total is \$57,310. If you would like to donate to this cause and help to reach the monetary goal, please do so, as the campaign will end June 7th.

Contingent vs Pending

Days on market will now be counting by "Contingency" and not on "Pending." The pending date will no longer be required to close out listings.

SANDY GRAFF



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Ohio REALTORS® Education and Events of Interest

Women of Vision Conference

First One Ever! Inspire, Motivate, Empower! This conference will be held August 6th, 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 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 25th, from 9:00 to 12:15 p.m., at the Columbus REALTORS® complex. You can register for this by going to 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.



MARION BOARD OF REALTORS®, INC.

For use by the Nominating Committee

NAME: _____

BUSINESS ADDRESS _____ BUSINESS PHONE: _____

HOME ADDRESS _____ HOME PHONE: _____

I AM INTERESTED IN BEING CONSIDERED AS A NOMINEE FOR THE FOLLOWING ELECTIVE POSITION:

ASSISTANT

_____ PRESIDENT-ELECT _____ 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.



INSURE CAREFULLY. DREAM FEARLESSLY.

Les Morgan
Les D Morgan Agency, Inc.

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2365 Marion Mount Gilead Rd
Marion, OH 43302-8912
lmorgan@amfam.com

AMERICAN FAMILY
INSURANCE

International Global Survey

Ohio REALTORS® emailed you all on May 21st, a link to take a survey via MailChimp to complete. Ohio REALTORS® recently created the Ohio Global Business Alliance. As the staff works to build the program, one of their bigger needs is data unique to International property transactions.

The survey is only good if they have enough participants take part in the survey. Additionally, the survey provides an opportunity for Ohio REALTORS to share this date with key stakeholders and state policy makers further proving why Realtors should be at the table when discussing issues of economic development.

Once the survey has closed, the data collected and the findings formatted will be shared. We hope you will do your part and participate in this important survey.

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. 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!

first day of
SUMMER!
June 20, 2020

Broker Involvement Program – What is it?

The **Broker Involvement Program** provides broker-owners with a quick and effective tool to rally their agents on critical legislative issues affecting the real estate industry that they can respond to through Call for Action items. What Does the **Broker Involvement Program Offer?**

Voice on Capitol Hill - The program is an opportunity to bring a strong and united REALTOR® voice to members of Congress. With more than 16,000 broker-owners and 450,000 agents in the program, the REALTOR® voice will be heard loud and clear.

Easy to Manage Solution – It is a forceful program that is provided to you, the broker for **FREE** of charge by NAR and there is nothing to download. NAR gives the broker-owner or managing broker access to the Broker Portal.

Proven Results – Your online broker participation report will show you response rates on Broker Calls for Action are significantly higher. The message is from you, the broker, to your agents. Almost 40-percent of all responses on the Broker Calls for Action are from agents who are on the Broker Involvement Program. Your agents listen to you---then take action. Brokers, as part of our annual NAR Core Standards requirement, we must continue to improve on our Calls for Action response rates. By signing up for this **FREE** service you will help us do just that. To learn more or to join today go to <https://www.nar.realtor/programs/broker-involvement-program>



Department of Commerce

Division of Real Estate
& Professional Licensing

Mike DeWine, Governor
Jon Husted, Lt. Governor

Sheryl Maxfield, Director

Important Update for Ohio Home Inspectors

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. 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 January 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 recommend 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.

Stay well, stay safe,

Anne M. Petit Superintendent

National Speaker Marki Lemons-Ryhal will help you succeed using the latest technologies!

[You Are Essential! The Modern Real Estate Professionals Guide to Success](#)

June 24 (12:00 pm to 1:00 pm) – *Livestream Zoom Webinar*

Housing is ESSENTIAL! Therefore, real estate professionals are always essential. On Friday, March 13, 2020, the world changed, and we, as real estate professionals, had to change with the world. What tools and apps do you need to conduct your business in any real estate market?

This program will cover:

- How to generate LEADS from the comfort of your home at no cost.
- Equipment to use on-the-go & in your home office.
- The one piece of equipment that will change everything.
- Tools and apps that will set you apart from your competition.
- And more!

Instructor: Marki Lemons-Ryhal

Marki Lemons-Ryhal is a Social Media Speaker and Facebook Live Host who provides Social Media Education and Strategies to REALTORS®.

With over 25 years of marketing experience, Marki has established herself as an award-winning Social Media Speaker and Course Author. In a market where change is the only constant factor, she uses her dynamic, professional attitude and vast experience to be one of the top speakers in the country.

Marki holds an MBA degree from Saint Xavier University and has over 50 certifications, designations, and licenses in social media and real estate. She travels the country teaching social media courses for the National Association REALTORS®, REBAC, ASI, and others.

Registration Fee: \$19 - Complimentary recording included w/registration.

[CLICK HERE](#) for more information – register **TODAY!**

2020 Affiliates

of the Marion Board of Realtors

Agents and Brokers:

Be sure to check out our 2020 affiliates. We encourage you to show your appreciation by using their services as much as possible!

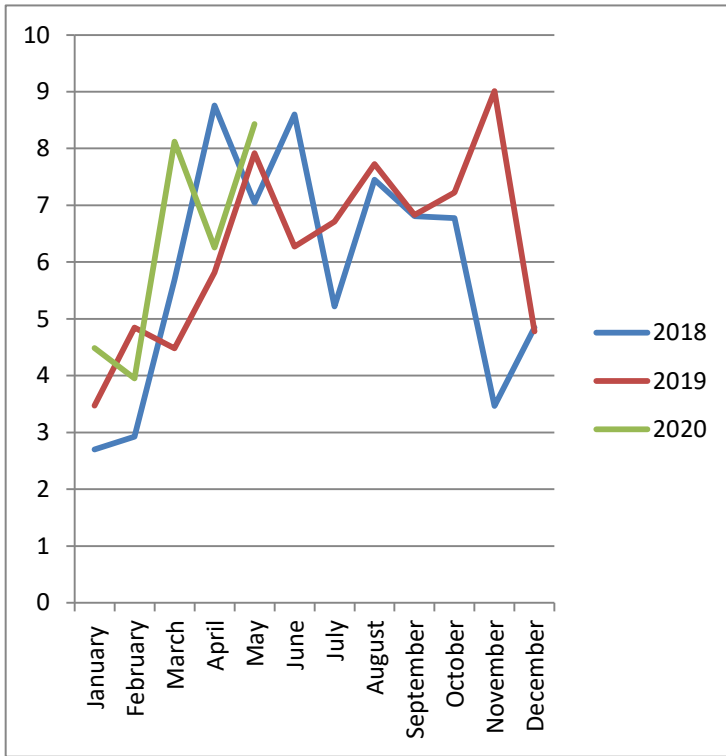
Thank you!

- o ACS Title and Closing Service
- o Appraisal Center – Tom Titus
- o Baker Real Estate Services
- o Buckeye Home Inspector
- o Blue Appraisal Company
- o Chicago Title Agency
- o Crossland Title Agency
- o E & E Consultants
- o First Citizens National Bank
- o First Federal Bank of the Midwest
- o Home Team Appraisal
- o Inspect Ohio
- o Joseph A. Porter & Associates
- o Kennon Osbun
- o Knickel's Lawn Kare
- o Les D Morgan Agency
- o Liberty Appraisals
- o Linkhorn Inspection Group
- o Marion CanDo
- o Marion Community Credit Union
- o Marion County Auditor
- o Marion Land Title – Clif May
- o Merrill Lynch – Lisa Bush
- o Ohio Basement Pros
- o Paul's Exterminating
- o Peacock Water
- o Preferred Appraisal Services
- o Professional Appraisal Services
- o Pro Vision Inspections, LLC
- o R & R Drain Pro
- o The Union Bank
- o Union Home Mortgage
- o United Bank
- o Verne Hart Insurance
- o World Class Title
- o Zucker Associates Insurance Agency, Inc.

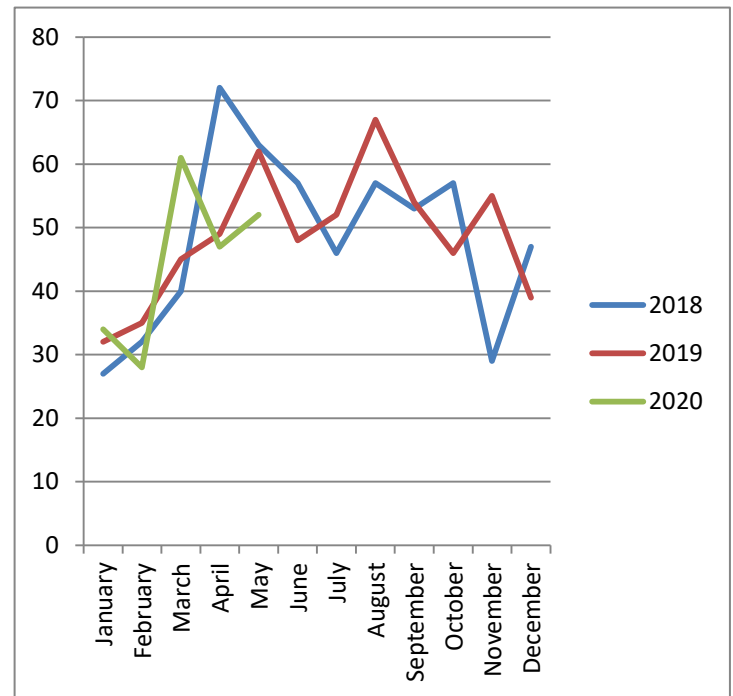
2020 STATISTICS

May

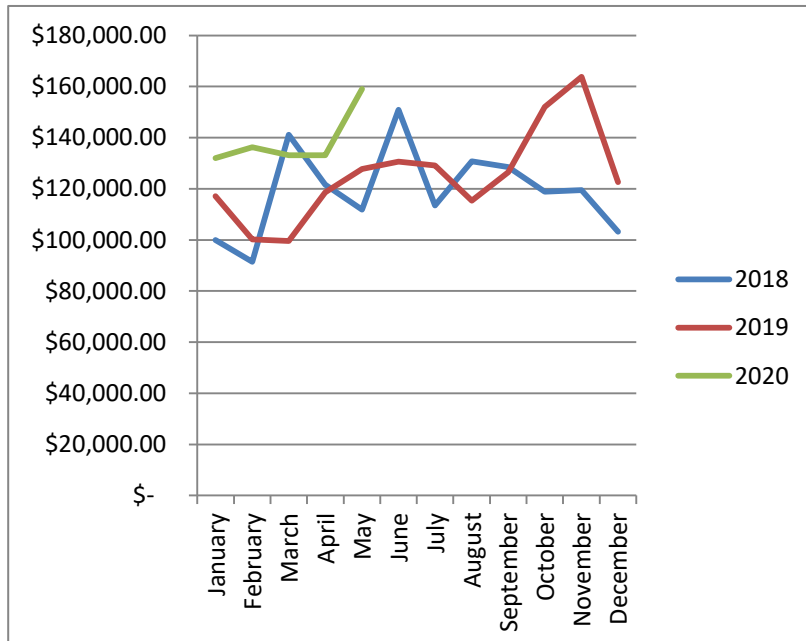
Residential Sold Dollar Volume (in Millions)



Total Residential Sold



Average Residential Selling Price



MBOR Affiliates: 39
MBOR Members: 178

Total Residential Sold: 47
Average Residential Selling Price:
\$133,117.00
Residential Sold Dollar Volume:
\$6,256,501.00