

May 1, 2020



BEYOND *the* sale

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Brought to you by your local Marion REALTORS®

Volume 6 Number 5

"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

Office: 740-387-2928
FAX: 740-382-9420

Contacts:

Lori Dye

ldye@marion.net

Home:

Sheila Hamilton

shamilton@marion.net

Cell: 740.751.2392

Marion Board of REALTORS



Office Staff Working Remotely

As you all know, the coronavirus has hit our country with a vengeance. To help keep the spread down, the office staff is now working remotely from their homes. If anyone needs to get in contact with the staff, you may do so by email them or calling/texting them at:

Lori Dye: 740.389.5338 (call only) ldye@marion.net

Or

Sheila Hamilton: 740.751.2392 (call or text) 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

The Board of Directors will be reviewing the return date at their next meeting.

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!!

May

- 2 Shred-It Day @ United Bank **POSTPONED**
- 5 RPAC Breakfast/Auction **POSTPONED**
- 12 Investment Committee Via Zoom 2:00 p.m.
- 19 Budget Finance Via Zoom 10:00 a.m.
- 25 Board Office Closed - Memorial Day
- 26 Board of Directors Via Zoom 10:00 a.m.

June

- 3 Hospice Golf Outing Kingsmill **CANCELLED**
- 16 Budget Finance 10:00 a.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.
- 17 General Membership Meeting@ Board Office - Cindy Price Voting Registration Meet Local Candidates 10-2:00 p.m.
- 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

Lisa A. Bush

The Olson Vincent Sharma Group
Financial Advisor

Merrill Lynch Wealth Management

206 S. Prospect Street
Marion, OH 43302
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Lisa.bush@ml.com
www.fa.ml.com/olson-vincent-sharma



Committee Meeting Highlights

Program/RPAC

The RPAC committee is holding off on an RPAC Event due to social distancing. Once we have the clear to come together again they will look at the situation then. The Program Committee is planning a August 5th Picnic in the Park (McKinley Park next to OhioHealth Marion General Hospital). This will be held from 6:00 to 8:00 p.m. On September 17th, there will be a "Meet the Candidates" event being held at the Board Office. If you are a realtor/affiliate who is not registered to vote, you will be able to do that. Cindy Price, Board of Elections Director will be one of our guest speakers to talk about different ways to vote.

Budget/Finance

At their April Meeting, they approved the January-February-March Financial Statements. They also recommended that per our Personnel Policy that Sheila Hamilton receive a total of 10 days of paid vacation.

Investments

Our investments are down with a net profit -13.45%. In 2019, our portfolio earned +17.50%. Our financial advisor does not recommend making any major changes but plans to meet with the committee on May 12th.



Board of Directors

The Board of Directors approved the Financial Statements for January, February and March. They approved the 10 days of paid vacation for Sheila. The Board Office will also remain closed until further notice as board staff will continue to work from their homes. You can reach them at Lori 740/389-5338 or ldye@marion.net or Sheila at 740/751-2392 or shamilton@marion.net

SANDY GRAFF



324 EAST CENTER ST.
MARION, OH 43302
740 387-0643
EMERGENCY 740 387-7797
FAX 740 382-2150
SANDY@VERNEHART.COM

May 12th Ohio REALTORS Virtual Live RPAC Event "REALTORS® Got Talent"

This event was to be held during the Ohio REALTORS® Spring/Legislative Conference – but now it will have to be a virtual live event.


Musical entertainment will be provided by Greg Lee from 7:00 – 7:30, with the show starting at 7:30.

This is a private RPAC event so you must purchase a ticket to watch the show – ticket holders will receive emailed instructions for joining the virtual live show closer to the event.

Every \$40 is a direct RPAC investment and will count as personal RPAC credit as well as credit will go back to the Local Association for each REALTOR – so this is a WIN/WIN situation!

For more information go to <https://www.ohiorealtors.org/spring-legislative-conference/>








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 <p>SCOTT LILL Loan Officer 1148 E. Center Street, Marion, OH 43302 NMLS: 1652847 OH MLO.054986.000</p>	 <p>STEPHANIE SINKS Loan Officer 1148 E. Center Street, Marion, OH 43302 NMLS: 355346 OH MLO.038211.000</p>	 <p>CANDY WENDLING Branch Manager 1148 E. Center Street, Marion, OH 43302 NMLS: 224111 OH MLO.036250.000</p>
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Union Home Mortgage Corp. | 4230 Tuller Road Suite 101, Dublin, OH 43017 | unionhomemortgage.com

Update on the NAR Core Standards for 2020

As most of you know, each association/board must complete Core Standards every year. We are required to complete a Compliance Tool that consists of six (6) different sections for a total of 61 questions. Some questions are a simple Yes/No, some you have to include documentation that relates to the question, or you may have to provide an explanation. The six (6) sections are —

- Code of Ethics
- Advocacy
- Consumer Outreach
- Unification Efforts and Support for the REALTOR® Organization
- Technology
- Financial Solvency

NAR has the compliance tool available for completion by March 1st. The deadline to have it completed per NAR is December 31st. However, each state association is responsible to review each association/board's completed compliance form in their state. Ohio REALTORS® requires every association/board to have their compliance form turned into them by December 1st. This way if we have missed something or need to add something we have a little time to get it taken care of. What happens if an association/board does not fulfill this requirement? We could possibly lose our charter. Before that would happen we would be required to go before a panel of five members from the NAR Association Executive Committee (AEC) for consideration. The NAR Board of Directors would review the AEC's recommendation and make the final decision.

Due to the COVID-19 pandemic situation of social distancing, stay at home orders, travel restrictions, and the caution for members and staff, the NAR Leadership Team approved a recommendation that was submitted by the Association Executive Committee (AEC) Core Standards Work Group, to suspend portions of the Core Standards that requires in-person interaction for the current cycle that will end December 31, 2020. While there were some requests to waive all of the Core Standards requirements, the committee's recommendation to waive Section 2 (Advocacy), Standard E, and all of Section 3 (Consumer Outreach) was a more targeted way to ease burdens for local associations/boards while still ensuring delivery of high quality member services.



June 3, 2020 - Hospice Golf Outing Cancelled

The Carmen Morbitt Memorial Golf Outing and Auction hosted by the TWIG IV/Marion Board of REALTORS® was to be held at KingsMill Golf Course on Wednesday, June 3, 2020. Due to the COVID-19 pandemic, this event has been cancelled. We would like to personally thank all of the patrons who participate in this yearly event to raise money for OhioHealth Marion General Hospital Hospice. We are looking forward to next year when we can come back together to raise money for this great cause. Until then, we hope everyone stays safe during these unprecedented times.

REALTOR® Party Mobile Alerts (RPMA)

REALTOR® Party Mobile Alerts, NAR Advocacy texting platform, offers a way for you to stay connected right from your cell phone or tablet. When a national or state call for action is initiated, subscribers receive a short text message, stating the information to take action on. REALTORS® can sign-up for REALTOR® Party Mobile Alerts by texting the word **REALTORS** to **30644**. It is as simple as that!

As part of our annual Core Standards requirement, we must continue to improve on our Call for Action response rate.



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AVP/Branch Manager
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740-386-2171 x7332
Fax 740-386-2080

pworkman@theubank.com

COVID 19 Purchase Contract Addendum & Showing Addendum

See Navica/Resources/Forms



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
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Professional Development for REALTORS®

In April, the Ohio REALTORS® Leadership Team and The CE Shop partnered together to offer free continuing education for its members. NAR offers online courses, live virtual courses, C.E., and Designations and Certifications classes to gain experience and expertise in different real estate areas. NAR is also offering some special deals through the Right Tools, Right Now Program Discounts of 30% off all online courses and some are free through May 31, 2020. To see what is available go to www.nar.realtor/education and click on the Right Tools, Right Now Program to see the discounts. Now would be a great time to take advantage of these educational opportunities.



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MBOR Helps Marion Area Humane Society



The Marion Board of REALTORS decided to donate over \$250.00 worth of food and toys to the Marion Area Humane Society! Giving back to our community is something we pride ourselves in, all the while staying safe with our masks!

Thank you to the Public Affairs Committee!!

Important Announcement Regarding the Ohio Home Inspector Program

The deadline for individuals conducting inspections in Ohio to be licensed by the Ohio Home Inspector Board is being extended to July 1, 2020.

At this time, administrative rules for the Home Inspector Program are being reviewed by the Joint Committee on Agency Rule Review (JCARR). Because the rules have not yet received final approval, the Division of Real Estate & Professional Licensing is unable to enforce the April 5, 2020 deadline requiring a license to complete home inspections. This means between now and June 30, 2020, a person is permitted to conduct home inspections in Ohio without a license. However, beginning July 1, 2020, a person must be licensed with the Division as an Ohio home inspector. If you already have been licensed, please send the Board Office a copy of your license. Thank you!

To review frequently asked questions please click [here](#). If you have any questions please contact the Division at 614-466-4100 or WebReal@com.state.oh.us



Ohio REALTORS Coronavirus Updates and Information

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

The CE Shop Discounted Courses

The CE Shop is here to help you in this time of financial uncertainty. To continue to provide support, we are extending our 40% off discount through May 31st on our online Pre-Licensing, Post-Licensing, and Continuing Education courses. However small we hope this can provide some comfort and assistance for your real estate career during this difficult time. To receive this discount please visit <https://mbr.theceshop.com/> and enter the promo code **SUPPORT40** at check out.

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REALTOR® SAFETY TIPS

Take everyday preventive actions to help slow the spread of COVID-19: wash your hands often and avoid touching your face, nose and eyes.

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

REALTOR SAFETY PROGRAM | NATIONAL ASSOCIATION OF REALTORS®

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- Perimeter grade improvement
- Cracking wall repair
- Bowing wall support
- Mold remediation

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Broker Involvement Program – What is it?

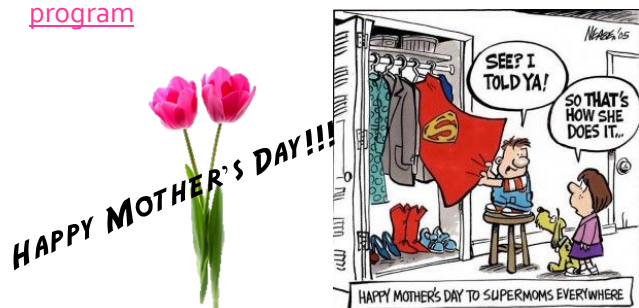
The **Broker Involvement Program** provides broker-owners with a quick and effective tool to rally their agents on critical legislative issues affecting the real estate industry that they can respond to through Call for Action items. What Does the **Broker Involvement Program** Offer?

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>



Marion Board of REALTORS

2020 Affiliate Advertising

Office Name: _____

Address: _____

Website Banner Ad - \$300.00

_____ Brand New Ad _____ Keep Current Ad

_____ Change Ad _____ No Banner Ad

Banner Ad Specifications: 400 x 60 fixed .gif file of no more than 100k.

Newsletter Business Card Ad - \$120.00

_____ Brand New Ad _____ Keep Current Business Card Ad

_____ Change Ad _____ No Ad

Newsletter 1/4 Page Ad - \$250.00

_____ Brand New Ad _____ Keep Current 1/4 Page Ad

_____ Change Ad _____ No Ad

Banner Ad and Business Card Ad - \$385.00 Reduced Rate for Jan. – Dec. 2020

_____ Yes

_____ No

Banner Ad and 1/4 Page Ad - \$515.00 Reduced Rate for Jan. – Dec. 2020

_____ Yes

_____ No

****NEW FOR 2020** Full Page Ad in Newsletter: Monthly Charge-\$50.00 per Ad. Must have "Newsletter Ready" Ad into Board office by the 25th of the previous month. (SEE OHIO BASEMENT PRO AND INSPECT OHIO ADS ATTACHED IN THIS NEWSLETTER)**

Signature: _____

Please make your check payable to:

Marion Board of REALTORS
515 E Center St
Marion, OH 43302
740-387-2928

MLS Clear Cooperation Policy Effective May 1, 2020

At the end of March, the MLS Committee and Board of Directors approved this mandated MLS change per NAR and it has been added to our MLS Rules and Regulations.

Section 1.01 Clear Cooperation also known as MLS Policy Statement 8.0

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. (Adopted 11/19)

Frequently Asked Questions

[Do ALL REALTOR® Association MLSs have to adopt the MLS Clear Cooperation Policy?](#)

Yes. By establishing a national policy, it is mandatory that all REALTOR® Association MLSs adopt the policy and have the same consistent standard.

[Can a seller or the listing broker “opt out” of the policy’s obligations?](#)

No. The new policy does not include an “opt out.” Any listing that is “publicly marketed” must be filed with the service and provided to other MLS Participants for cooperation within (1) one business day.

[What is the meaning of “business day?”](#)

Business days exclude Saturdays, Sundays and holidays. The NAR MLS Advisory Board specifically revised the policy’s timeframe due to concerns with enforcement to provide greater flexibility for days when submitting the listing to the service could be a challenge. For consistency among all REALTOR® Association MLSs, the approved timeframe is 1 business day; “holidays” include all recognized federal and state holidays.

[How does the new deadline of “1 business day from marketing a property to the public” correspond with the existing local MLS’s filing deadline, which varies from MLS to MLS?](#)

The local MLS’s filing deadline, typically found in Section 1 of the MLS rules, is the amount of time that a broker has to file the listing with the service after receiving all of the appropriate signatures on the listing contract. Once a broker begins to publicly market the property, they have 1 business day to file the property with the service. Specific questions about filing deadlines can be directed to your local MLS.

In some markets, listing brokers use exempted listings to withhold sales information from the MLS. This can be of particular concern in non-disclosure states.

[Under the new policy can a broker, after receiving instruction from their client, withhold sales information from the service?](#)

This is a matter of local discretion. In most MLSs, Participants are required to submit status changes to the service, including the details of a sale and the sales price. However, this does not prevent the MLS from exploring and establishing local options and specific criteria to withhold sales data when requested by the seller (or buyer). MLSs are encouraged to work with local brokers to determine their needs.

[Is the new policy consistent with Article 3 of the NAR Code of Ethics?](#)

Yes. By joining the MLS, Participants agree to be bound by the MLS Rules and Regulations. Per the policy’s rationale, the public marketing of a listing indicates that the MLS participant has concluded that cooperation with other MLS participants is in their client’s best interests.

[If the MLS has established a coming soon status, or other pre-marketing solution that shares listing data with all MLSs participants and subscribers, does that comply with the cooperation requirements of the policy?](#)

Yes.

[Why was this policy approved?](#)

Brokers and MLSs from across the country asked NAR to consider policy that will reinforce the consumer benefits of cooperation. The MLS creates an efficient marketplace and reinforces the pro-competitive, pro-consumer benefits that REALTORS® have long sought to support. After months of discussion and consideration within NAR’s MLS Technology and Emerging Issues Advisory Board, this proposal was brought forth for the industry to discuss and consider, then approved by NAR’s Board of Directors.

[Who made the decision that this policy was needed?](#)

NAR's MLS Technology and Emerging Issues Advisory Board is made up of brokers and MLS executives from across the country. Two dozen volunteers review industry concerns from a wide range of business and regional viewpoints. Potential policy changes are discussed within the group to create a positive impact on the industry and to address broker needs within the marketplace. The policy was strongly supported by the NAR MLS Committee and the NAR Board of Directors.

[Does Policy Statement 8.0 require listings to be included in an MLS's IDX displays?](#)

No. While listings that are displayed on the Internet must be submitted to the MLS and distributed to other MLS participants for cooperation, submitting a listing for cooperation within the MLS does not necessarily require that listing to be included in an MLS's IDX display, if the seller has opted out of all Internet display. Per MLS rules, participants can work with their listing clients to determine an appropriate marketing plan, taking into account the client's needs and full disclosure of the benefits to market exposure.

[Does Policy Statement 8.0 prohibit office exclusives?](#)

No. "Office exclusive" listings are an important option for sellers concerned about privacy and wide exposure of their property being for sale. In an office exclusive listing, direct promotion of the listing between the brokers and licensees affiliated with the listing brokerage, and one-to-one promotion between these licensees and their clients, is not considered public advertising.

Common examples include divorce situations and celebrity clients. It allows the listing broker to market a property among the brokers and licensees affiliated with the listing brokerage. If office exclusive listings are displayed or advertised to the general public, however, those listings must also be submitted to the MLS for cooperation.

[Does Policy Statement 8.0 require listings to be submitted to the MLS if they are advertised to a select group of brokers outside the listing broker's office?](#)

Yes. "Private listing networks" that include more brokers or licensees than those affiliated with the listing brokerage constitute public advertising or display pursuant to Policy Statement 8.0. Listings shared in multi-brokerage networks by participants must be submitted to the MLS for cooperation.

[Does Policy Statement 8.0 apply to non-active listings?](#)

Yes. Policy Statement 8.0 applies to any listing that is or will be available for cooperation. Pursuant to Policy Statement 8.0, "coming soon" listings displayed or advertised to the public by a listing broker must be submitted to the MLS for cooperation with other participants. MLSs may enact "coming soon" rules providing for delays and restrictions on showings during a "coming soon" status period, ensuring flexibility in participants' listing and marketing abilities, while still meeting the participant's obligations for cooperation.

[What if the listing isn't ready to be shown? Are "Coming Soon" or "Delayed showing" listings allowed under Policy Statement 8.0?](#)

The concept of "Coming Soon" and "Delayed Showing" can be achieved within the local MLS. Listings which are truly not yet ready to be shown can be shared with the MLS's brokers and agents to create exposure while the property is being prepared for showing.

MLSs can also add clarity to the coming soon and delayed showing process by defining specific statuses and showing requirements if these listings are to be included in the MLS. The most common implementations do not allow for showings of the listing until its status is changed to active, and any showings of the listing would immediately trigger that status change.

[Does Policy Statement 8.0 require a broker to turn in every listing to the MLS within 1 business day of signing the listing?](#)

No. MLSs have different local rules as to listing turn-in times. If a listing is taken and is not yet ready to be marketed/shown, longer timelines for turn in may apply in local markets. If a listing is marketed to the public, however, Policy Statement 8.0's 1 business day turn-in timeline goes into effect.

How can an MLS address compliance?

Compliance is up to local determination. The policies in the markets previously discussed usually include an escalating process of warnings and fines. Reporting of non-compliance is often taken care of by the marketplace. When listings are publicly marketed, agents and consumers become aware and can report unsubmitted listings by MLS participants to the MLS.

What exclusive listings and property types are applicable under the new MLS Statement 8.0?

The obligations of Statement 8.0 were specifically adopted to address concerns with residential "for sale" exclusive listing contracts required to be filed with the service. Based on the Advisory Board's discussions that did not include commercial properties, rental properties, and new construction developments with multiple properties (single family homes, condos, etc.) Those property types, and other exclusive listings that require mandatory submission, can be included in the application of Statement 8.0 at local discretion.

How will the new policy affect listings not yet available for showing and the calculations of "days on market?"

These are factors that can be determined locally. Brokers should discuss with their MLSs the desire to submit properties which are not yet ready for showings in the MLS. Brokers and MLSs should consider whether a new listing must immediately become active, whether a temporary "coming soon" or "no showings" status is allowed, and when "Days on Market" will begin in these scenarios.

Why was the time-frame within the recommendation updated to 'one business day'?

The MLS Tech and Emerging Issues Advisory Board held a conference call on October 30, 2019. Based on feedback and concerns over the time enforcement, the timeframe was changed from '24 hours' to 'one business day.'

What is the timeline for this Policy?

The policy is effective from January 1, 2020 with local implementation required by no later than 5/1/2020

Does the new Policy Statement 8.0, Clear Cooperation, require MLSs to reconsider whether listings of vacant land require mandatory or voluntary submission?

No, the MLS can continue operating under existing local policy, which may provide for voluntary submission of different property types, like land, rentals, and new construction. Business practices in different markets for these property types may vary and only call for voluntary submission.

If the listing broker has a choice to submit a particular exclusive listing to the MLS, the listing broker is not obligated to submit that listing because it is publicly marketed. The new policy on Clear Cooperation only covers exclusive listings of property types that require mandatory submission.

Further, the existing deadline for submitting listing information to the MLS remains intact, unless the property is publicly marketed in which case the property listing information must be submitted to the MLS within the one (1) business day deadline.

Note:

Warnings and Fines if not compliant is to be determined by the MLS Committee and Board of Directors but will more than likely be put into place. We will advise on any additional information/changes.

MBOR Facebook and 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!

2020 Affiliates
of the Marion Board of Realtors

Agents and Brokers:

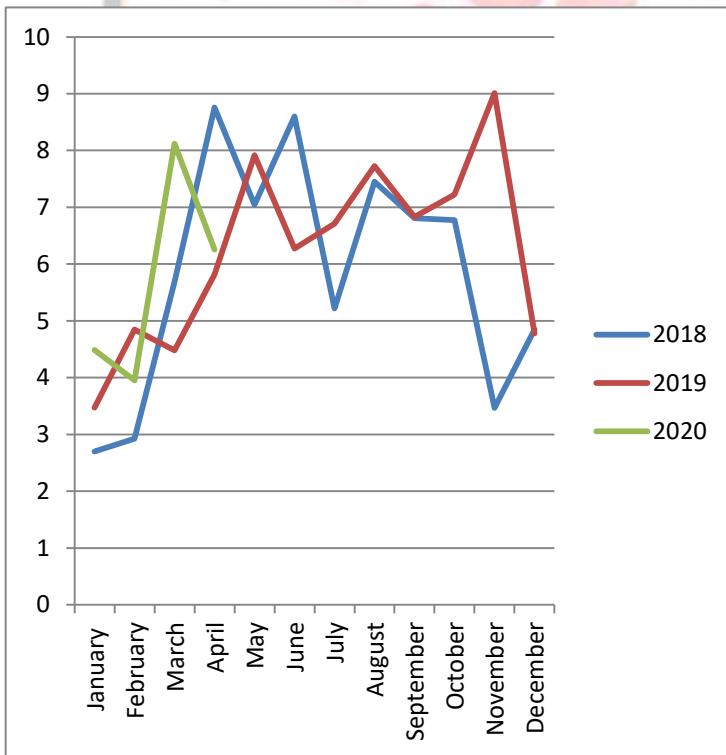
Be sure to check out our 2020 affiliates. We encourage you to show your appreciation by using their services as much as possible!
Thank you!

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- o E & E Consultants
- o Fahey Bank – * Lois Pinnick
* Jamie Riffe
- o First Citizens National Bank
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- 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
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- o Marion Community Credit Union *Denotes New Affiliates
- 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.

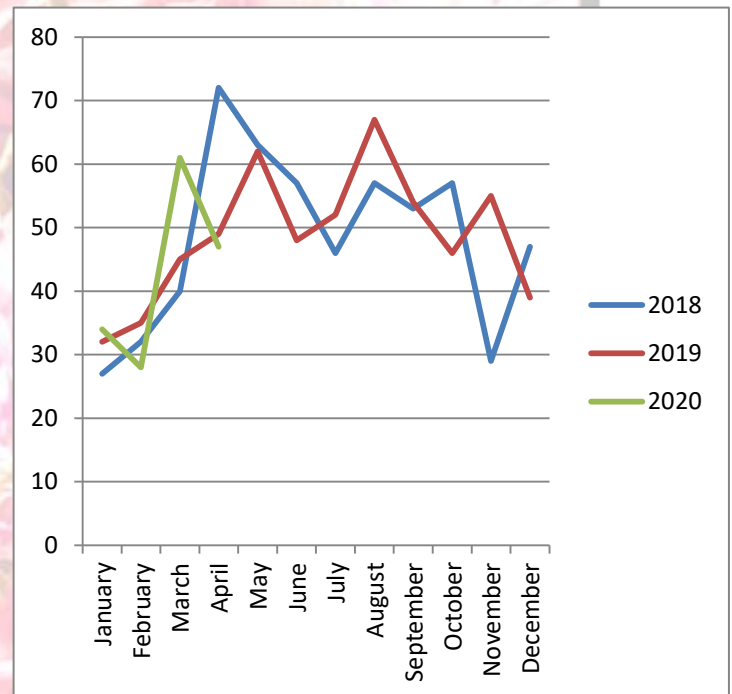
2020 STATISTICS

APRIL

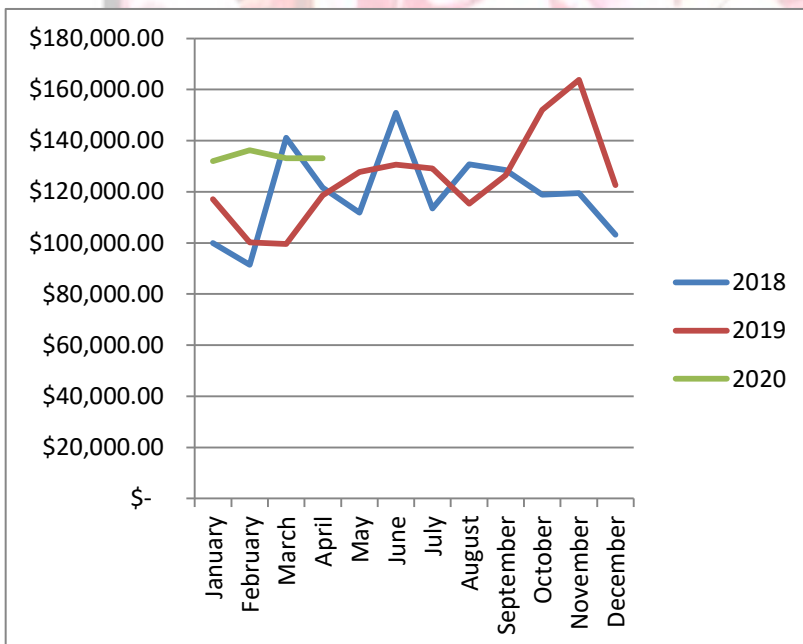
Residential Sold Dollar Volume (in Millions)



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