

September 1, 2020

# BEYOND *the* sale

Brought to you by your local Marion REALTORS®



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

Volume 6 Number 9

"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."



## September is REALTOR® Safety Month

NAR has a wealth of resources to help agents, brokers, and associations better understand and educate each other about the safety risks they face.

From [planning your safety strategy](#) to extensive [safety resources](#) including apps, products and educators, NAR has many useful items for all real estate professionals including regularly-scheduled [safety webinars](#), numerous [articles](#) organized by category, [videos](#), and a [safety alert program](#).

NAR further offers the Safety Matters: Safe Business = Smart Business course free of charge to state and local REALTOR associations. More information on the course and how to license it can be found [here](#).

Information about NAR's [Safety Program Reimbursement Grant for Associations](#) is also available.

If you need assistance or have suggestions, please email [safety@realtors.org](mailto:safety@realtors.org) (link sends e-mail).

NATIONAL ASSOCIATION of REALTORS

Always meet prospective clients at your home office first. This allows you to get a feel for who your client is and discern whether or not it will be a good working relationship.

For more safety tips from NAR, visit [NAR.realtor/safety](http://NAR.realtor/safety)

REALTOR SAFETY PROGRAM



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

## September

- 7 Labor Day  
14-25 Ohio REALTORS® Virtual Convention  
15 Budget/Finance 10:00 a.m.  
Program/RPAC 11:30 a.m.  
17 General Membership Meeting @ The Union  
– Cindy Price & Brian Blair - Voting  
Registration Meet Local Candidates  
10:00 a.m.-12:00 p.m.  
28 MLS 10:00 a.m.  
29 Board of Directors 10:00 a.m.

## October

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

## November

- 3 Election Day  
12 Investment Committee 2:00 p.m.  
13-16 NAR Virtual Convention Details TBA  
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

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## Marion Board of REALTORS Election

October 6th is the official day of the Board's 2021 Election. All ballots must be cast by 5:00 p.m. on this date. All terms of the elected officers and directions will begin on January 1, 2021.

### Slate of Candidates:

President-Elect – Jennifer Russell  
Assistant Sec/Treasurer: Bob Baer  
Directors: (3 to be elected)  
Carol Garverick  
Alec Orewiler  
Angie Tanner-Miller  
Coral Triplett

SANDY GRAFF



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

The 2021 Election Ballot for the President-elect, Assistant Secretary Treasurer and 4 Directors is NOW UP AND RUNNING!! NOTE: There is a slot at the bottom of the Director ballot if you feel that you do not wish to vote for a particular candidate, seeing that you MUST vote for 3 Director seats. If you would like take a moment to fill out the ballot that is noted on a banner on the top of your Navica home page it would be wonderful!

Additional candidates for the offices to be filled may be placed in nomination by petition signed by at least 25% of the REALTOR members eligible to vote. If you didn't receive a ballot on Navica, and you are a full Primary member of the Marion Board of REALTORS, please be sure to contact the Board Office and we will make sure that you receive one.

## School Supplies Drive

Thank you very much to those of you who donated to this cause! The Marion City School appreciated what was given!



## Office Staff

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.

## 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!



## RPAC

Thanks to everyone who has helped us reach and exceed our RPAC Goal this year during the COVID-19 pandemic. To date, we have raised \$1,355. Our goal was \$1,320.

We have had 49 participants out of 88 members. If you would still like to donate, please forward your check to the Board Office and make it payable to Ohio RPAC.

Great Job Everyone!!!





# President's Sales Club Award Recipients

## CONGRATULATIONS TO THE FOLLOWING MEMBERS

### **PSC1 = Achievement (1 Mil.in sales/leases) (\$1.5-Team)**

Karen Beers  
Sherry Gillette  
Marti Hamilton  
Beth Hoffman  
Erica Logan  
Alec Orewiler  
Becky Richardson  
Rick Roe  
Lora Rossman  
Jen Russell  
Angie Tanner-Miller  
Brenda Ulbrich-Roe  
Charlie Wall

### **PSC2 = Distinction (2.5 Mil. In sales/leases) (\$3.75-Team)**

Josh Cooper  
Dan Dreher  
Coral Triplett

### **PSC5 = Excellence (5 Mil. In sales/leases) (\$7.5-Team)**

Mary Lou Bell  
Ginger Errington



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

**David Cooke**  
Retail Lender  
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195 Barks Rd. West, Marion, OH | 740-389-3381

Member FDIC

### **15 August 2020 is the 75th anniversary of VJ Day,**

marking both the surrender of Japan and the end of the Second World War.

Join us as we remember and recognize all those who served and sacrificed in the Far East and ultimately brought an end to the Second World War.



**The UNION BANK Co.**  
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[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)

# 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.

# MEET THE CANDIDATES



Sponsored by The Marion Board of REALTORS®

**September 17, 2020**

10:00 a.m. – 12:00 noon  
The Union  
(Across from the Brickyard)  
130 S Main St.

Cindy Price, Director of the Marion County Board of Elections, and Brian Blair, Deputy Director, will be speaking.

There will be Registration Forms available to anyone who is not registered to vote.

RSVP by Monday, September 14<sup>th</sup>  
to The Marion Board of REALTORS®  
at 740.387.2928

Light Refreshments



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

Lisa.bush@ml.com

www.fa.ml.com/olson-vincent-sharma



## Committee Reports – August Cont.

**Budget/Finance** – The committee reviewed & approved the July Financials

**Bylaws** – There were a couple of requests sent to the committee to amend the bylaws. One was to allow the current president and president-elect to remain in their current positions for another year due to the pandemic and not being able to serve in their capacity this year. The second item was if no one ran for president-elect the current president could remain as president as long as he/she desired as long as he/she ran unopposed. The committee rejected these two requests and recommended to leave the bylaws as is.

**Investment** – The committee met with our Financial Advisor Ron Scharer. The market is better than what was expected and that is encouraging. The board’s investments are well diversified and our portfolio’s volatility rate is 30% less than the market. It was the recommendation of our financial advisor and the committee to leave things as is. The committee will be meeting again in November.

**MLS Update** – As you are aware, the MLS Committee revamped the listing input form. Most of the updates are completed that you have probably seen and we are still working on a few things that were overlooked. We will be putting together a fillable input form once all the updates are completed. The changes will be completed September 8<sup>th</sup>

## Committee Reports – August.

### Board of Directors

The Board of Directors approved the July Financial Statement and the committee reports.

The directors approved to move forward with CREXi, which is a fairly new company that has partnered with NAR to provide a commercial listing service. This will give us more presence out to more people on a local and national level with our commercial properties. There is no charge as the board will be using the free version. This will be discussed at the next MLS Meeting to pursue the process.

They approved the Slate of Candidates for the Board’s Election.

Discussed this year’s virtual State Convention with the 21.5 hours of C.E. is being offered for \$20.20 and to encourage our members to attend.

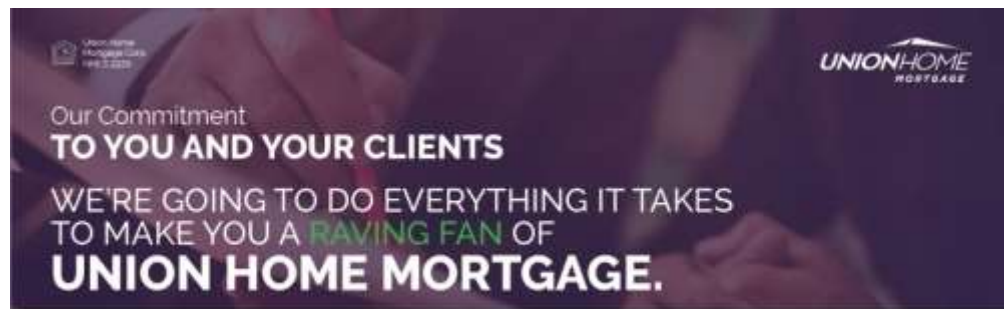
## CE Credit for Serving at Election Polls

The Ohio Real Estate Commission will award three (3) hours of core law continuing education credit to active and inactive Ohio Real Estate Licensees who serve as a poll worker during the Nov. 3, 2020 election.

The Commission approved the policy due to circumstances created by the COVID-19 pandemic. Please click [here](#) for complete details and review the Policy Statement.

Sincerely,

**Anne M. Petit**



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.

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**SCOTT LILL**  
Loan Officer  
1248 E. Center Street,  
Marion, OH 43302  
NMLS 1852947  
OH NLD 054866 000



**STEPHANIE SINKS**  
Loan Officer  
1248 E. Center Street,  
Marion, OH 43302  
NMLS 365346  
OH NLD 038221 000



**CANDY WENDLING**  
Branch Manager  
1248 E. Center Street,  
Marion, OH 43302  
NMLS 224811  
OH NLD 036250 000

## 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.



**INSURE CAREFULLY. DREAM FEARLESSLY.**

Les Morgan  
Les D Morgan Agency, Inc.

(740) 389-9696 (Office) | (740) 226-4156 (Cell)  
2365 Marion Mount Gilead Rd  
Marion, OH 43302-8912  
lmorgan@amfam.com

## September 3 – Ohio REALTORS® Livestream Webinar Industry Legal and Legislative Update

This 3-hour Core Law C.E. class is being instructed by Peg RIttenour, J.D., Ohio REALTORS vice president of legal services and Lorie Garland, J.D., Ohio REALTORS assistant vice president of legal services. It will be held from 1:00 to 4:15 p.m. Here is the link with the details and to register.

<https://www.ohiorealtors.org/events/367/livestream-webinar-industry-legal-legislative-update/>

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## Real Estate Agent Safety Tips

- Meet new clients in public
- Don't wear expensive jewelry
- Let your office know where you are
- Bring a buddy to a showing
- Use safety technology





**Annual Convention & EXPO**

**SAVE THE DATE**

**SEPTEMBER 21-23, 2020 | VIRTUAL**



**20/20 VISION**  
Seeing Clearly Together

**Ohio REALTORS® Convention – 20 / 20 Vision – Seeing Virtually Together – September 14-25**

This year's state convention will be the first-ever historical virtual convention. If you have never attended the convention or if it has been a while since you have, you may want to consider doing so this year; in the comfort of your home or office. Among great speakers and events you can receive 21.5 hours of C.E. credit including the nine (9) core classes. There are two (2) options available to you.

1. **All Access Pass** – The Registration Fee is just \$20.20. With this you are entitled to attend –
  - \*Grand Session (Monday)
  - \* Networking (Monday)
  - \*Fireside Chat (Tuesday)
  - \*Awards Night Extravaganza (Tuesday)
  - \*21.5 hours of continuing education credit
  - \*Qualifies you for the Vacation Give-A-Way valued at \$2,000 sponsored by First Federal Lakewood.

The nine core classes will be offered virtually in the month of October.

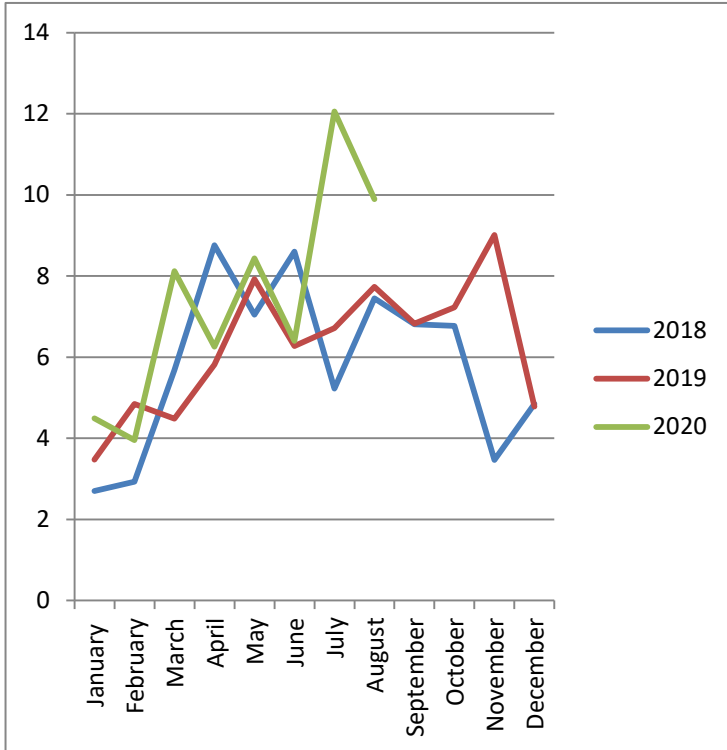
- October 1 – Civil Rights – 9:45 a.m. to 1:00 p.m.
- October 8 – Core Law – 9:45 a.m. to 1:00 p.m.
- October 15 – Ethics – 9:45 a.m. to 1:00 p.m.

2. **Limited Access Pass** – this is FREE - provides access to all open events PLUS the Legislative Lift-Off session that is approved for 1 hour of CE Credit. See the Schedule for more details.

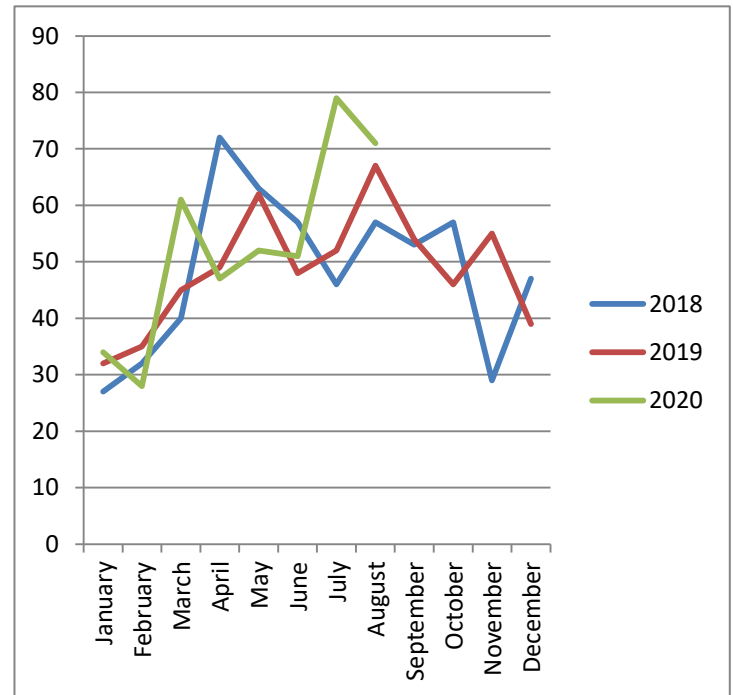
For more details and to get registered go to [www.ohiorealtors.org](http://www.ohiorealtors.org). September 14<sup>th</sup>, at 5:00 p.m., is the deadline to register. No exceptions!

# August 2020 Statistics

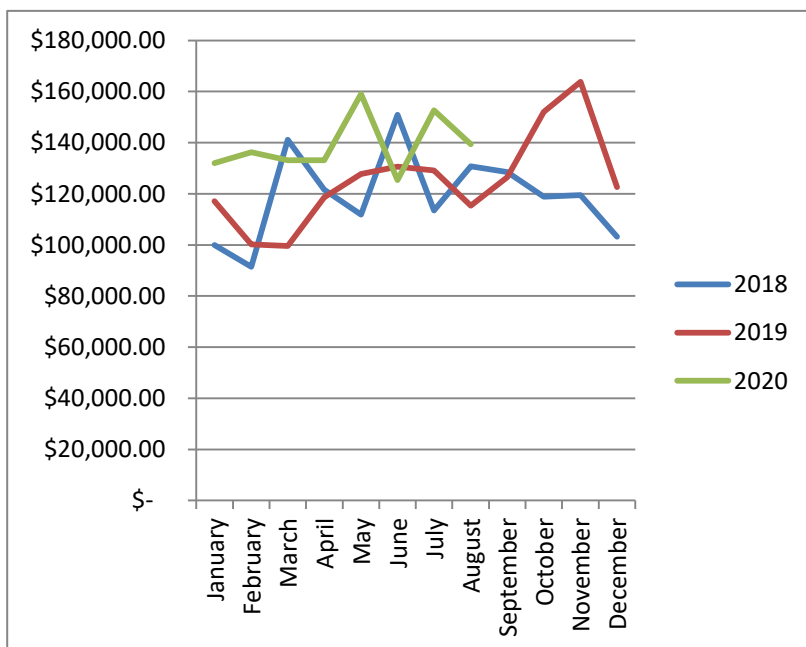
Residential Sold Dollar Volume (in Millions)



Total Residential Sold



Average Residential Selling Price



**MBOR Affiliates: 39**  
**MBOR Members: 184**

**Total Residential Sold: 71**  
**Average Residential Selling Price:**  
**\$139,399.00**  
**Residential Sold Dollar Volume:**  
**\$19,897,300.00**