

August 2020



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REALTOR® Insight

2020 Changes for FAOR....

2020 has brought many changes to FAOR and our industry.

We have moved to our **ONLINE Bill Pay and Membership services**. You can now pay your fees online, make a Contribution to RPAC or the Charitable Foundation, sign up for Events and Classes and much more! Have a change of address or phone number you can change that too! To find the Online Billing/Member Service side you need to log on to FAOR.com once on the **Member** side you will see a blue button that says "Pay Dues Online" once you click on that you will be directed to a secure site, you will need to log on once more with your log in credentials.

All invoices are now sent to each individual Member now via email. Some brokerages still pay for their members for those that do, the Broker will have to log on to the bill pay area and look up your office, there you will see all invoices for your office and pay from there.

The due dates of the MLS Special Assessments and MLS Annual fees have changed to the 20th of the month due with a 10 day "Grace Period" to pay these invoices. The system will automatically suspend any unpaid MLS invoices.

Another great change is our new office look! We have moved the MLS desk out to the main office

and have created a small conference room to have meetings.

The last Wednesday of each month is set to have **New Member Orientations** or **MLS Classes** go to the "Pay Dues Online" and sign in. Register for these free classes. New Member Orientation is a full day of learning.

We would also like to introduce our NEW MLS Coordinator Emily Schwerer, she has done an excellent job getting to know her new position. She is quickly learning all about real estate and the MLS.

Emily Schwerer is from Fort Wayne, IN. She went to Ohio Northern University in Ada, OH and graduated with a business degree in 2016. She met her husband at ONU and moved to Sandusky in 2017. Emily's husband, Jacob, was born and raised in Sandusky and is the marketing manager for the Cedar Point Sports Center. They welcomed their first child, Isaac, in October of 2019. Emily worked at Bed Bath and Beyond for almost four years as a manager. The opportunity to join FAOR as the MLS Coordinator was presented to her and she welcomed the change. "It has been a whirlwind learning the ins and outs of the real estate industry, but I have enjoyed

working with everyone so far, and I look forward to meeting and working with more of you."

Leslie Bixby has stepped up to Member Services and has been working diligently to make the Online Bill pay active and an easy transition for all. Leslie has been part of FAOR for 3 years and 9 months. "It has been a rough year for so many of us. Covid-19 disruption and everything else that 2020 has thrown at us. Time to get back to normal, newsletters will be back and now we have Emily to help us be the best Board/MLS in Ohio!"

FAOR staff is committed to helping you with any of your MLS and Membership needs.



Emily Schwerer and son Isaac



Leslie Bixby

Schedule of Events:

August

- **8/4** Bob Strayer Memorial Classic, Woussickett Golf Course, Sandusky Shotgun start 11 am
- **8/15** RPAC 100% Participation Deadline
- **8/19** RPAC Cruise, Port Clinton, **Cancelled**
- **8/20** Board of Directors Meeting, Board Office, 9:30 am

Weight Watchers

Meetings at the Board Office have been cancelled until further notice due to NO mass gatherings by order of the Governor.

All meetings are virtual until further notice.

We are sorry for the inconvenience this may cause.

There is always someone 24/7 on the WW app to assist you!

Interested in joining or need a meeting place?

WeightWatchers.com

Up Coming Events

September

2	General Membership Meeting, Shaffoe Shelter/Board Office, 11:30am
7	Board Office Closed, Labor Day
17	FAOR Board of Directors Meeting, Board Office, 9:30 am
21-23	OR Convention, Virtual

October

1	Professional Standards Certification Training, Location TBD
6	Annual Membership Meeting, More information coming soon!
15	FAOR Board of Directors Meeting, Board Office, 10 am
15	Brokers Meeting, Board Office, 10:30am
20	MLS Broker Committee Meeting, Board Office

November

11-16	NAR Annual Conference, Virtual
19	FAOR Board of Directors Meeting, Board Office, 9:30am
25	Board Office Closes @ NOON
26-27	Board Office Closed, Happy Thanksgiving!
30	2021 NAR, Ohio REALTORS and FAOR Dues Payment Deadline

All Events are subject to change until further notice.

Firelands Association of REALTORS®
**GENERAL
MEMBERSHIP MEETING**

**Firelands Association of REALTORS
Wednesday, September 2, 2020
Shaffoe Shelter
2710 Campbell St.**

**Lunch begins at 11:45 AM
Catered by Blue Ribbon Catering**

\$10.00 per person

Meeting will begin at 12:15 PM

Please have reservations in by August 25, 2020

Speaker to be announced

**Want to run for a Directors Seat?? We will accept nominations
from the floor for open Director seats beginning January 1, 2021**

Registration Form

General Membership Meeting

Name: _____

Name: _____

Office: _____

Amount Enclosed: \$ _____

Method of Payment: _____ **Check #** _____ | _____ **Bill Me, I will pay online at FAOR.com**

**Firelands Association of REALTORS®
2710 Campbell Street ~ Sandusky, OH 44870
(419) 625-5787 ~ FAX (419) 625-3442**



Ohio

Department
of CommerceDivision of Real Estate
& Professional Licensing

SUPERINTENDENT ANNE PETTIT



Division continues to face delays in processing salesperson license applications

July 15, 2020

Due to many factors, including a high volume of deficient applications, we are currently experiencing longer than normal delays in processing new salesperson license applications. Processing time for a salesperson application is now 2-3 weeks from the time the Division receives it. Also, PSI is scheduling exam dates at least several weeks out, as they are required to continue operations under the Safe Restart Ohio guidelines. Please communicate this information to your applicants – and other affiliated licensees – to help set expectations on timeframes. Calling the Division only takes staff away from processing applications. Unfortunately, with the pandemic, our process is further hindered, and we're unable to meet our usual turnaround times.

For fastest processing, work with your applicant to ensure that these guidelines are followed:

- Applications are fully, ac-

curately completed. All fields must be filled out, proof of successful completion of all four pre-licensure courses and \$81 fee must be included. We are processing correctly completed applications first. Approximately 50% of the apps we are currently receiving are deficient in some way.

- Applicants must disclose ANY conviction, misdemeanor and felonies, regardless of how long ago it happened. Applicants disclosing a conviction should include a letter explaining the incident in detail. Copies of conviction documents must be included. DUI/OMVI/OVI convictions are NOT minor traffic violations and must be disclosed.
- The information must be legible, including the applicant's email address. If we cannot read the email address, the applicant may not receive their scheduling email from PSI.
- Regular mail is the best way

to submit an application, along with the fee. To keep our staff and licensees safe, we cannot accept walk-ins at this time.

- Please only call or email our office once within 24 hours to check on the status. Applicants who call multiple times, or both call and send an email, cause us to duplicate efforts and slow our overall response time.
- If an applicant receives the PSI email and is still having trouble scheduling, please have them reach out via email to: >exam-schedule@psionline.com

The entire staff is working hard to gain ground and get applications processed faster – we need your help. Thank you in advance for your help in getting through this in good shape, together!

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1352/division-continues-to-face-delays-in-processing-salesperson-license-applications/>

Agent Transfer Reminders

When an agent decides to transfer to a different brokerage it can be stressful for all involved.

To make the transitions flow easier for all, there are a few things to remember:

1. Notify your departing brokerage in writing as soon as you make your decision to leave.
2. Plan to have some down time, it takes time for the State to transfer you to another brokerage.

3. Have both, the new brokerage and the old brokerage notify the Board Office in writing with in 24 hours of notification of transfer. (Leslie@faor.com)

4. If the parting brokerage is allowing you to take listings with you, please send release form(s) to Leslie@faor.com or all listings will be transferred to parting Broker.

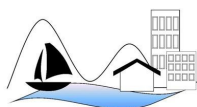
There is a \$50 transfer fee

charged by the MLS to the agent when they transfer and must be paid once bill is received via email.

Per the MLS Rules and Regulations Section 6.1 Charges (K) Participant office will notify the MLS in Writing with in 1 calendar day of an agent leaving and/or joining that office. Penalty will be a \$50 fine. (01/20)

As always we are here to help our membership succeed.

Firelands
Association of
Realtors



Ohio REALTORS survey reveals significant impact of COVID-19 on economy, housing

Aug. 6, 2020

The impact of the COVID-19 pandemic on Ohio households was significant, with a comprehensive survey commissioned by Ohio REALTORS showing half of the state's families suffering economically due to job loss or a reduction in income.

The findings provide an ideal opportunity for the profession to work with key lawmakers and state stakeholders to find solutions to help bolster housing opportunities and strengthen the foundation of the real estate marketplace, notes Ohio REALTORS Chief Executive Officer Scott Williams.

"Notably, the survey confirms that two of our Association's top legislative priorities – passage of the industry-backed Senate Bill 139, the first-time home buyer savings act and emergency rental relief – are needed in today's environment," Williams said. "It's clear that many families are struggling, and both of these initiatives will provide critical, timely relief."

Ohio REALTORS, in partnership with the National Association of REALTORS, conducted the **Ohio Statewide Housing & Consumer Advocacy survey** to assess the views of the state's economic condition, the housing marketplace and the overall effect of COVID-19. The survey, administered by American Strategies from June 1-4, polled 824 adults and has an overall margin of error of plus/minus 3.7 percent.

Key findings include:

Ohio economy rated as just fair or poor. Seven-in-10 adults in Ohio say that economic conditions are either just fair (43 percent) or poor (27 percent). Only 4 percent rated current conditions as excellent, while 25 percent

identified conditions as good. Women, younger residents and those who do not own their homes are most negative on economic conditions.

Most families have suffered economically because of coronavirus. Half (49 percent) of respondents said that they or someone in their immediate family has had their hours or pay cut in response to the coronavirus pandemic, while 39 percent said that someone has been laid off or lost their job. Nearly one-quarter (23 percent) said they have faced challenges paying their rent or mortgage due to the coronavirus outbreak. Younger residents are more likely to have experienced a coronavirus-related financial impact than their older counterparts.

Nearly half say rents are too high and three-in-10 believe cost to buy a home is too high. 45 percent of adults say that the cost to rent an apartment in their area of Ohio is too high. 30 percent said the cost to buy a home is too high, while 62 percent feel home costs are about right. Feeling on housing costs vary by area, but residents in the Columbus and Cincinnati areas are most likely to say both home prices and rents are too high.

Over a third of Ohioans feel strained by their housing expenses. 12 percent of residents say their rent or mortgage is a significant strain on their budget, and another 24 percent say their monthly housing payment is a slight strain on their budget (36 percent total). Strain correlates strongly with income, with households making \$50,000 a year or less most troubled. Renters, non-whites and non-college residents feel most burdened, as more than half of

these residents say that their rent or mortgage is a strain on their budget.

Despite bleak economic outlook, a majority feel it is a good time to buy a home in Ohio. 55 percent of respondents believe it is a good time to buy a home, while 40 percent say it is a bad time. White homeowners and high earners are most likely to see it as a good time to buy a home, while renters and Black residents are most likely to consider it to be bad timing.

Looking forward, Ohioans are split on whether housing costs will increase or stay about the same. Nearly as many Ohioans feel that the average price of houses in their area will increase over the next year (41 percent) as stay about the same (40 percent). Only 17 percent feel prices will decrease. Franklin County residents are most likely to predict increasing home prices, while the young and renters are most likely to predict a decrease. Adults feel similarly about rents, with 44 percent expecting rents to increase and 46 percent saying their will stay about the same. Just 6 percent say rents will decrease.

Residents generally pleased with their current living situation. On a five-point scale, nearly half (51 percent) rate their current housing as a 5 (the highest end of the satisfaction scale). Overall, the average rating is 4.1. Satisfaction increases with age and income level and is significantly higher among homeowners.

Continued on next page





REALTOR Survey Continued:

A fifth of Ohio residents were considering a move before the coronavirus outbreak; half changed their plans. When asked about plans to buy or sell homes, 21 percent of respondents said they were considering buying and/or selling a home in Ohio. Of those who planned to move, 48 percent said the pandemic caused them to change their plans.

Many looking for more space and distance as a result of coronavirus. Four-in-10 Ohio residents say they would prefer a larger yard or access to more outdoor space (26 percent strongly agree, 43 percent total agree) than they have now. Among those living in the suburbs and cities, similar numbers say they would like to move to an area with less people and more outside space than

where they live now (25 percent strongly agree, 43 percent total agree). Overall, renters, younger residents and those with children in their homes express the most desire for more space.

Down payment and closing costs, low wages and student debt are the largest barriers to home purchases. Nearly four-in-10 (38 percent) say having enough money for a down payment and closing costs is a huge obstacle that makes buying a home too difficult or expensive, while another 33 percent see it as a medium-size obstacle. Down payment costs are particularly problematic for residents in the Dayton and Columbus areas. Similar numbers see having a full-time job but not making enough to afford a home as a huge (34 per-

cent) or medium (34 percent) obstacle. Having too much debt from college and student loans is seen as huge obstacles for more than a third of respondents (37 percent), and a medium obstacle for another quarter (25 percent). Those without a college degree are more likely to cite low wages as a prohibiting factor in making a home purchase, while their college educated counterparts more frequently cite student loan debt as an obstacle to homeowners.

CLICK HERE for more findings from the Ohio REALTORS Ohio Statewide Housing & Consumer Advocacy survey.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1360/ohio-realtors-survey-reveals-significant-impact-of-covid-19-on-economy-housing/>

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- ◆ Grand Session feature: Ben Nemtin ... #1 New York Times bestselling author, co-founder of The Buried Life movement and inspirational keynote speaker. Ben has delivered over 500 keynotes to brands and Fortune 500 companies around the globe.
- ◆ A fireside chat with President Chris Reese, NAR VIPs Charlie Oppler, 2020 President-elect and CEO Bob Goldberg.
- ◆ The ever-popular RPAC Auction and RPAC Twist-Off dance party. (Separate Registration | RPAC event ticket holders only)
- ◆ **VIDEO Promotions**

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/convention/>



How REALTORS® can help the Census effort



Why the Census Counts: RPR and REALTORS® Rely on Accurate Data



With everything going on in our country right now, it's easy to understand why filling out the Census form may slip your mind. However, it's a crucial process that can potentially affect everyone in the U.S.

RPR uses Census data every day, and every REALTOR® does, too. Access to accurate, up-to-date data about population and geographies is key to the real estate industry and real estate professionals.

The U.S. Census: Stats That Matter

Every decade, as written in the U.S. Constitution, a census of the population is taken. This extremely important tally helps determine several societal factors for the next ten years, including how:

- Many seats each state gets in the House of Representatives
- Congressional and state legislative district boundaries are drawn
- Over \$600 billion in federal

al funds are spent on state, county and community programs (and schools)

- Real estate developers decide what areas to build new homes and revitalize old neighborhoods
- Businesses and corporations decide where to build factories, offices and stores, which spurs job creation

And this is just the tip of the iceberg. For a complete list of all the benefits associated with filling out the 2020 Census form, visit census.gov.

REALTORS® can Help Spread the Word About the 2020 Census

RPR and NAR want to remind REALTORS® how important the 2020 US Census is, and we encourage you to fill out your own survey. However, this "ask" doesn't end with you—in fact, it starts with you! RPR users and REALTORS® are in a unique position to promote its completion. As REALTORS®, you are an integral part of your local neighborhood,

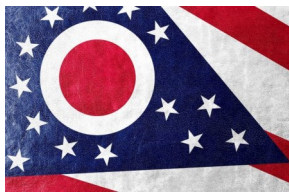
and your interactions with local boards and governments position you as a voice for real estate. NAR members are an influential group (over 1.4 million members strong). Please do your best to remind your community, contacts and colleagues about the Census and encourage them to complete it.

Any communication or messaging you deliver are perfect places to start. Consider including a section or call out in your next newsletter, eNewsletter, flyer, social media post, etc.

It's easy to remind your friends, clients and sphere of influence to fill out their Census. And it doesn't have to be too long, here's a brief example you can use: "Please don't forget to fill out your 2020 US Census form! Visit 2020census.gov for info."

U.S. Census Contact Info

You can fill out the survey online at 2020census.gov, call 1-844-330-2020, or text "Respond Now" to 313131. The deadline is 10/31/2020. Please help us get the word out about the 2020 US Census!



When does the extension on license renewals end?

July 21, 2020

By Peg Ritenour, Ohio REALTORS Vice President of Legal Services

In response to Governor Mike DeWine's March 9 Executive Order declaring a health emergency, the Ohio legislature passed legislation this spring extending the deadlines for the renewal of a variety of Ohio licenses, including real estate licenses. This extension only applies to license renewals that were due on or after March 9, the day the Governor signed the emergency order.

Under HB 197, the deadline to renew such licenses was extended until 90 days after the date the Governor's emergency ends, or Dec. 1, 2020, **whichever occurs first**. Recently, several REALTORS have been

inquiring about when the extension will be up and their license renewal and continuing education will be due. The answer is that it is likely to be Dec. 1.

For the deadline to be any sooner than Dec. 1, Gov. DeWine would have to rescind the Executive Order declaring the health emergency to be over prior to Sept. 1. Given the recent rise in COVID-19 cases, it is doubtful that will happen. Assuming it does not, then under HB 197 the new deadline for the renewal of any licenses that was due on or after March 9 will be Dec. 1. Of course there is the remote possibility that the legislature could again pass emergency legislation extending that Dec. 1 date, but at this time it is not possi-

ble to predict if that will happen.

So the bottom line is that if your C.E. and license renewal date was on or after March 9, you should probably assume your new renewal date will be Dec. 1. If you have not completed your C.E., it is recommended that you **take advantage of the many approved on-line courses and webinars offered by your local board and Ohio REALTORS**. Also, while we're still finalizing details...20.5 hours of continuing education will be available during the Ohio REALTORS upcoming Virtual Convention! Watch for details soon.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1354/when-does-the-extension-on-license-renewals-end/>

Civil Immunity Passes Ohio Senate

July 23, 2020

By Beth Wanless, Ohio REALTORS Director of Government Affairs

House Bill 606, which passed the Ohio House of Representatives on May 28, was expeditiously moved through the Senate Judiciary Committee as mounting concerns of frivolous COVID-related lawsuits grew.

The bill, introduced by Rep. Diane Grendell (R-Chester Township), provides important protections to essential healthcare employees, businesses, and individuals against frivolous COVID-related lawsuits. Ohio joins a handful of other states including Oklahoma, North Carolina, Utah, Wyoming

and others to provide various levels of civil immunity against COVID-related legal claims. The legislation in Ohio covers REALTORS and their clients, as well as many other real estate professionals, businesses and their customers.

Because there were changes to HB 606 in the Senate, the bill must go back to the House of Representatives for consideration. The House is on summer recess and as of now, it is unknown when the House will be able to come back to consider the bill.

The bill has more than 100 proponents including the Ohio Chamber of Commerce, National Federation of Independent Businesses, Ohio Mortgage Bankers Association, Ohio Hospital Association, Ohio Business Roundtable and Ohio REALTORS, among others. Ohio REALTORS has been in contact with key legislators and other industry groups to monitor the progress of this bill and encourage final action to be taken.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1356/civil-immunity-bill-passes-ohio-senate/>

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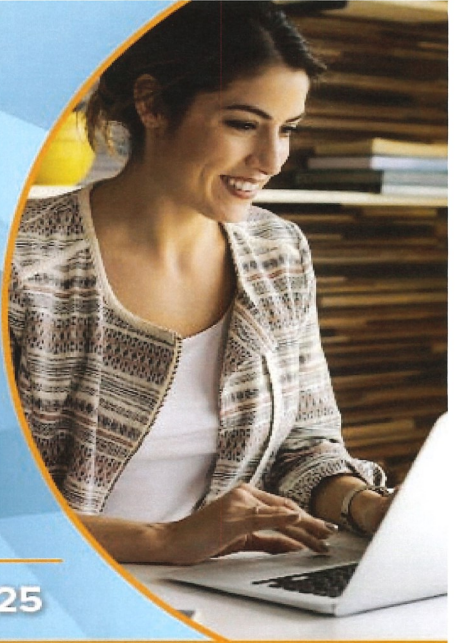
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2020 AFFILIATE MEMBERS

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County Auditors:

Erie County Auditor – Richard Jeffrey
(419) 627-7746

Disaster Cleanup:

Restore Pro, Inc. – Jon Fields/Rusty Zeller
(419) 624-0198 Sandusky

Home Inspections:

A. Wright Inspections, Inc. – Andrew Wright
(419) 460 – 2123 Fremont

Catawba Island Home Inspection – Roger Frommer
(419) 722-8086 Port Clinton

Erie Inspection Service – Todd & Julie Radloff
(419) 484-4354 Bellevue

Inspection Tech. – Thomas Dunlap / Aaron Westerberg
(419) 504-9417 Sandusky

National Property Inspections – Joe Rudolph
(419) 960-7332 Marblehead, OH

Wildman Inspections, LLC. – JP Wildman
(419) 707-2304 Port Clinton

Home Publications:

Youngs Publishing
(800) 962-7853

Home Warranty:

**First American Home Warranty – Dawn McNulty
(419) 494-2054 Toledo, OH

Old Republic Home Protection – Christine Dern
(330) 441-1737 Medina, OH

Lenders:

AG Credit, ACA - Craig Coughlin
(419) 663-4020 Norwalk, OH

American Eagle Mortgage Co. – Jason Sas
(419) 616-5300 Huron, OH

Lenders Continued:

Citizens Bank – Eric Pfahl
(216) 409-0293 Westlake, OH

Civista Bank (Sandusky) – Jim Nabors
(419) 625-4121

Civista Bank (Norwalk) – Todd Barber
(419) 744-3130

**Croghan Colonial Bank – Teresa Joseph
(419) 355-2258 Fremont

Cummings Mortgage – Dan, JoAnn and Tony Cummings
(419) 625-1894 Sandusky

Fairway Independent Mortgage – Mike Zele
(866) 923-5213 Stow, OH

Fairway Independent Mortgage – Barb Flacynski
(440) 984-6585 Amherst

Farm Credit Mid America – Ted Sarko
(440) 775-4028 Oberlin

Fifth Third Bank – DJ Pisano
(419) 668-3275 Sandusky

Firelands Federal Credit Union – Lynn Devereaux
(419) 483-4180 Bellevue

First Federal Bank of Ohio – Kim Kincer
(419) 626-8900 Sandusky

First Federal Bank of Ohio – Betty Hoffman
(419) 443-8300 Tiffin

***First Federal Savings of Lorain – Cathy Schaefer
(419) 626-5576 Sandusky

First Federal Lakewood - Don Starbuck
(419) 874-3093 Perrysburg, OH

First National Bank – Dean Miller
(419) 483-7340 Norwalk

Genoa Bank – Lori Magrum
(419) 734-3994 Port Clinton

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Lenders Continued:

Impact Credit Union – Courtney Burroughs
(419) 554-7781 Clyde

Marblehead Bank – Bill Tuttamore
(419) 798-4471 Marblehead, OH

U. S. Bank – Cheryl DeVore
(419) 732-0075 Port Clinton

Union Home Mortgage Corp – Todd Lillo
(419) 668-9922 Norwalk

Union Home Mortgage Corp. – Brian Smith
(419) 625-2600 Sandusky

Union Home Mortgage Corp. – Rex Grasz
(567) 998-4276 Upper Sandusky

Vacationland Federal Credit Union – Jami Risner
(419) 625-9025 Sandusky

Wells Fargo Home Mortgage – Tom Cross
(330) 916-6208 Stow, OH

Misc. Services:

***Hondros College – Betsy Butler
(888) 466-3767 (Education/CE)

Home Builders Assoc. of Erie Co. – Deanna Allensworth
(419) 625-7661

Two Men and a Truck – Sean & Joanna Gallagher
(440) 722-8588 (Moving Company)

Radon Mitigation:

S.W.A.T. Environmental – Amy Mowrer
(330) 465-3484 West Salem

Septic Services:

AK Septic Service & Repair, LLC – Nick Akoury
(419) 341-9397 Norwalk

Title Companies:

Ally Title Agency – Richard Blair/Carrie Jo Wahl
(419) 299-8486 Norwalk

Assured Title – Mark Bunting
(419) 447-7126 Tiffin

**Chicago Title – Shelley Winters
(419) 350-9744 Port Clinton

Chicago Title Agency – Audrey Gaston
(419) 668-1446 Norwalk

***Fidelity National Title – Chris Palmer
(419) 626-4475 Sandusky

***First American Title – Mary Boldman
(800) 332-6446 Fremont

***First American Title – Mary Boldman
(800) 343-6446 Norwalk

***First American Title – Mary Boldman
(800) 327-6446 Sandusky

***Hartung Title Agency, Inc. – Sally Crow
(419) 625-5700 Sandusky

Hartung Title Agency, Inc. – Judy Twarek-Bickley
(419) 734-4928 Port Clinton

Mutual Title Agency, Inc. – Beth Dzurilla
(330) 348-4133 Strongsville, OH

**Park Avenue Title Agency, Inc. – Thomas Bowlus
(419) 332-8260 Fremont

Southern Title of Ohio, Inc. – Sam Schmenk
(419) 621-5550 Sandusky

Tri-Coast Title Agency – Scot Corbin
(419) 734-6502 Port Clinton

Tucker Escrow & Title Services – Jeremy Freed
(440) 668-9170 Norwalk

Coming Soon Reminders

Coming Soon Reminders

Coming Soon status – indicates that the broker and the seller are preparing the property for sale and for marketing as Active status. This status is not intended to give the listing broker an advantage in finding a buyer for the property to the detriment of cooperating brokers or to circumvent the selling of the property on an open market. The intended use of this status is to provide a vehicle for participants and subscribers to notify other participants and subscribers of properties that will be made fully available for showing and marketing after preparations have been completed. While the property is in Coming Soon status, the seller and the listing broker may not promote or advertise the property in any manner other than as 'coming soon'. Properties in this status may not be shown. This status is for short term use preparatory to Active status, 14 days or less, and must have a listing agreement and seller(s) written authorization form as the listing broker may choose that contains similar disclosures and an explanation.

YOU MUST HAVE...

- Listing agreement with List Date and List Price
- Expected Active Date (within 14 days of List Date)
- All required fields must be filled out
- Primary Photo for Single family, Condo and Multi-Family, within 72 hours of entry

YOU MAY...

- Change the Active date either earlier or later as long as it falls within the 14 day time frame (seller's signature is required).

YOU MAY NOT...

- Have an Active date later than 14 days
- Show this home before the Active Date
- Make appointments to show this property before the Active Date – you cannot pre-set these appointments- they must be made once the listing becomes Active

Marketing Remarks—for remarks/information on the home/property only. You cannot have "Call John Doe to schedule your showing today or Call to see this listing today"

Held Status - If a listing cannot be shown for any reason, the listing must be in a **Held** status. "For Sale" Sign **cannot** be in yard.

Monthly Broker Open - **FREE first Tuesday** of each month. This is for open houses held on the first Tuesday - Please send information regarding the listing & time by the Friday before. Brokers Opens for any other time will cost \$21.50 per ad.

ShowingTime - For assistance please call 1.800.379.0057 or email support@showingtime.com

Multiple Areas - If you want to put a listing in more than one area, there is a \$25 charge per area. For listings entered more than once: when sold...you only sell out one of the listings and withdraw the others.

Primary Photo

In order to maintain consistency in the Service, primary photo as established is the front view of the property. Any photo set as the primary photo for the property

that is not the front view of the property will be removed. In the event of a home having two front views (i.e. water front home) the listing agent may choose which of the two views to use as primary. If the alternate view is used as the primary, the photo of the front view of the property must be set in the second position. (Amended 2/18)

Kick Out Clause on Listing -

These listings must be in a "Contingent" status.... Not Active

If you have any questions, please feel free to contact the MLS office at 419.625.3802

Multiple Listing Service
MLS

What's new!
What to look for!

Coaching Corner: Keep on Keeping on! July 17, 2020



How are you feeling? This is a question that I would like for you to check out for yourself. Times are beyond interesting right now, and there seems to be an underlying heaviness for many people, including myself at

times. There is so much happening, and it is easy to go into automatic mode, and just check out.

One of the best strategies I have found during uncertain times, is to set clear intentions first thing in the morning as to what you want to experience during the day, and what you want to get accomplished. Ask yourself "what needs to happen today?" Don't go crazy, don't overdue,

simplify your life. What actually needs to be accomplished. And, how can you generate some feel good during the day as well?

Stay the course -- feel whatever you are feeling without judging yourself -- do what needs to be done -- find some pockets of joy!

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1353/coaching-corner-keep-on-keeping-on/>

Welcome New Members!

New REALTORS®:

David Barcus
Leah Baney
Cierra Endicott
Lisa Kline
Erica Coleman
Linda Crowton
Christopher Nejedly
Blair Kopfstein
Steven Hamm
Shanna Keefer
Bethany Ann Cleveland
Michael Jovanovic
Steven Allor
Doug Finney
Newton Burris
Donika Minick

West Realty Group
Howard Hanna—Port Clinton
Century 21 Wilcox & Associates
Russell Real Estate Services
Realty Executives Select Group
Russell Real Estate Services
Russell Real Estate Services
Howard Hanna—Norwalk
Coldwell Banker Routh Realty
Realty Executives Select Group
Polter Real Estate
Cutler Real Estate
The Swanzer Agency
Key Realty
Coldwell Banker King Thompson
Polter Real Estate

New MLS Only:

Jami Romstadt
Andrew Ginter
James Arnos
Sara Medrick
Robin Pickett
Kerri Hensel
Rex Malson

RE/MAX Preferred Associates
Keller Williams Greater Metropolitan
Cutler Real Estate
Keller Williams Greater Cleveland SW
Stouffer Realty
Coldwell Banker King Thompson
EXP Realty, LLC



Marilou Butcher Roth is the owner of The MBR Group, a coaching and training company working primarily with REALTORS who have a desire to work and live from a more inspired place. She is also the Broker/Owner of Group REALTORS in Cincinnati.

Marilou is a member of the Ohio REALTORS Board of Directors and past chairman of the organization's Communications Committee. Feel free to contact Marilou to see if coaching is right for you: Marilou@mbr-group.com



*We welcome all of our
New Members who
have joined from
May 1st—July 31st*

**Continued on
Page 19**

Welcome New Members!

New Offices:

Mark Bodey Ballah-Bailey Realty

New MLS Offices:

Gary Stouffer Stouffer Realty
Glen Whitten Ohio Property Group, LLC

Appraiser:

Amy Long Professional Appraisal Service
Robin Rickett Country Manor

*We welcome all of our New Members who have joined
from May 1st—July 31st*



The REALTOR® Insight is the official publication of the Firelands Association of REALTORS®, 2710 Campbell Street, Sandusky, OH 44870.

The Firelands Association serves five counties: Erie, Huron, Ottawa, Sandusky and Seneca.

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OBJECTIVE

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Advertisements of general interest are accepted, but in no way should be construed as an endorsement by the Firelands Association of REALTORS®. FAR makes every effort to ensure the accuracy of the information published but assumes no responsibility for damages due to errors or omissions.

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If you have changed your email address, have not received email from us in some time or just want to double check it, please contact the Board Office at 419-625.5787 or email your current e-mail address to Leslie@faor.com



Newsletters are now being emailed. If you are not receiving the newsletter please contact Leslie@FAOR.com and I will update my email list.

Thank You!



CORONAVIRUS SAFETY

Follow these easy steps to help prevent the spread of COVID-19.



Wash your hands for at least 20 seconds.



Sneeze or cough? Cover your mouth.



Disinfect surfaces around your home and work.



If you're sick, stay home.

