

December 2020



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REALTOR® Insight

2021 Board of Directors



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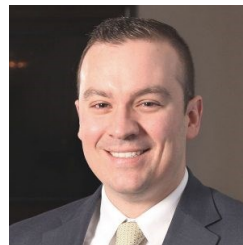
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Old Republic Home Protection



Justin Ewell
Ewell & Associates



Steve Mack
BHHS Professional Realty



Jaime Polter
Polter Real Estate



Sara Riesen
Century 21 Bolte Real Estate

Schedule of Events:

November

- **11/25 Board Office Closes at NOON**
- **11/26 Board Office Closed**
- **11/27 Board Office Closed**

Up Coming Events

December

17	Board of Directors Meeting , Sandusky Yacht Club, 11:30 am
24-25	Board Office Closed, Merry Christmas!
31	Board Office Closed, Happy New Year!

January

1	Board Office Closed, New Years Day
12	Affiliates Meeting, Zoom , 10am
18	Board Office Closed, Martin Luther King, Jr. Day
20	New Member Orientation, Board Office, 10am– 4pm
21	Board of Directors Meeting, Board Office, 9:30am

February

15	Board Office Closed, President's Day
18	FAOR Board of Directors Meeting, Board Office, 9:30am
25-26	RPAC President's Circle, TBD

All Events are subject to change until further notice.

Holiday Open House, Dec. 3 has been cancelled



NAR Announces Innovative Simulation Training to Tackle Discrimination in Real Estate

CHICAGO (November 19, 2020)

– The National Association of Realtors® today announced the release of a new interactive training platform designed to help combat discrimination in America's real estate market – made available at no cost to real estate professionals throughout the country. [Fairhaven](#) is an immersive simulation where agents work against the clock to close four deals, confronting various scenarios where discrimination enters into the transaction.

The training, which also provides customized feedback to help real estate professionals incorporate fair housing principles in their daily interactions, will be offered directly to NAR members and to brokerage firms and Realtor® associations. It was produced in partnership with global professional services firm Ernst and Young.

"We are excited to announce the release of Fairhaven today, a new approach to fair housing training that is unlike anything currently available in the real estate industry," said Charlie Oppler, the CEO of Prominent

Properties Sotheby's International Realty who was installed as NAR's 2021 president this week. "Fairhaven uses the immersive power of storytelling to deliver powerful lessons that will help promote equity in our nation's housing market. NAR will continue our work to create innovative anti-discrimination training and to champion efforts that encourage diversity, fight racial bias and build more inclusive communities."

In the fictional town of Fairhaven, agents must choose how to respond to various scenarios involving discrimination in real estate. They advance through the simulation based on their answers and receive feedback on their performance. In an innovative approach, the course also places agents in the role of a client experiencing discrimination. The client point-of-view scenarios are paired with powerful testimonials illustrating the impact of housing discrimination in real people's lives.

[Fairhaven.realtor](#) comes as part of NAR's ACT! Initiative, the association's fair housing action plan that emphasizes Accountability, Culture Change and Training to

promote equal opportunity in real estate. In addition to training, the ACT! plan introduces self-testing and other mechanisms for holding real estate professionals accountable for discrimination.

As industry leaders in support of fair housing initiatives, NAR will make the resource available to all NAR members, industry partners and other real estate professionals directly via an online portal, found at [Fairhaven.realtor](#). NAR will also offer Fairhaven as a software package for brokerage and association learning management systems.

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

This article is from NAR and you may need to log in to NAR to follow the links.

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PRESENT.
EMPOWER
YOUR FUTURE.**

You can lead the way. Commitment to Excellence empowers you to enhance and showcase your high level of professionalism. It gives you an advantage in an increasingly competitive market and shows consumers you're committed to conducting business at the highest standard. Be committed to excellence.

Get started with this award winning program today at [C2EX.realtor](#).



C2EX.realtor



RPAC AUCTION IS BACK!

Jump start your 2021 RPAC investments by participating in the 2021 RPAC Kickoff Virtual Auction! The auction will open on Saturday, January 23, at Noon and wrap up on Wednesday, January 27, at 7:30 pm during the RPAC Bourbon Tasting. There is nothing better than sitting inside on a cold January evening, drinking Bourbon and bidding on auction items while supporting RPAC. Register at: <https://2021RPACKickoff.givesmart.com>

- Legislative Lift-off (1 hr. CE)
- LGBTQ Consumers and Homeownership by Alex Cruz (1 hr. CE)
- Richard Rothstein, author of The Color of Law



- Economic Forecast with Lawrence Yun
- Legal Issues Presentation (1.5 hr. CE)
- Sam Quinones, journalist and author of Dreamland: The True Tale of America's Opiate Epidemic
- Inaugural Ceremony of the 2021 Leadership Team
- RPAC EVENT: BOURBON TASTING | Jan. 27 | [REGISTER \(log-in required, for members only\)](#)

This content is copyright 2021 **Ohio REALTORS**. Read more at: <https://www.ohiorealtors.org/convention/>

Six WHP Attorneys Recognized on 2021 Ohio Super Lawyers® List; Three Recognized as Ohio Rising Stars

Wickens Herzer Panza Co. is pleased to announce 6 attorneys have been recognized on the 2021 Ohio *Super Lawyers* list and 3 have been named Ohio *Rising Stars*.

Super Lawyers is an exclusive list, recognizing no more than five percent of attorneys in Ohio. Part of Thomson Reuters, *Super Lawyers* is a research-driven, peer influenced rating service of outstanding lawyers who have attained a high degree of peer recognition and professional achievement.

To be named a *Super Lawyer* or *Rising Star*, peer nominations are submitted, reviewed and researched, resulting in a points-based rating system.

The following 6 attorneys have

been named a 2021 Ohio *Super Lawyer*:

Arthur E. Gibbs III, Esq.
Estate Planning and Probate

Richard A. Naegele, Esq.
Employee Benefits

Matthew W. Nakon, Esq.
Business Litigation

Richard D. Panza, Esq.
Business Litigation

Christopher W. Peer, Esq.
Bankruptcy: Business

Rachelle K. Zidar, Esq.
Business Litigation

Additionally, 3 attorneys have been recognized as Ohio Rising Stars:

Malorie A. Alverson, Esq.
Business Litigation

Michael R. Fortney, Esq.
Business Litigation

Douglas J. (DJ) Swearingen, Esq.
Business/Corporate

We are so proud of this group and all of our attorneys for the work and dedication they commit to our clients.



W | WICKENS
HERZER
PANZA



FAOR Charitable Foundation and You at Work in our Communities



Frank Corder presented Firelands Positive People, Board Member Katey Eirons with a check for Scholarships.

This year the FAOR Charitable Foundation was able to give even more in 2020.

With your hard work and generosity, and the help of donations from the Affiliate Committee, First American Title Company (Mary Boldman) and the Board of Directors, each of our 5 Counties received \$3650.00 to help with those in need.

Here is the list of organizations FAOR Charitable Foundation donated to:

Huron Co.

Reach our Youth
Norwalk Area Food Bank
Bellevue Fish & Loaves
Willard Christian Community
The Blessing Basket

Sandusky Co.

Operation of Needy Kids, Inc.
Sandusky Co. Food Pantry
Liberty Center

Seneca Co.

Allen Eiry Senior Center
Humane Society of Seneca Co.
Salvation Army of Tiffin
Habitat for Humanity, Seneca Co.
F.A.C.T. of Seneca Co.
CASA

Erie Co.

Salvation Army
Volunteers of America
Erie Co. Humane Society
Victory Kitchen
OH Go
Friends of 2083 Foundation

Firelands Positive People and Sandusky Co. Positive People also received money for scholarship programs.

What a wonderful organization we have with so many giving and caring members.

If you know of an organization in your community that needs help, please reach out to your county

liaison for the Charitable Foundation.

County Contacts:

Erie Co.- Joy Berquist, BHHS Professional Realty

Huron Co.- Mary Boldman, First American Title Agency

Sandusky Co.—Jamie Ritchie, Wendt Key Team Realty

Seneca Co—Donna Good, Century 21 Bolte Real Estate-Tiffin

Ottawa Co.—Glenda Ward, Century 21 Bolte Real Estate

Chairperson: Frank Corder, RE/MAX Quality Realty-Sandusky

What an amazing organization we have with such caring and giving members. Thank you!



Mary Boldman is presenting the check to Bellevue Fish & Loaves



Don Danhoff is presenting the check to Jeff Adams from The Blessing Basket



Don Danhoff presenting the check to Carol Shade from Willard Christian Community

Affiliate Advertising Space Available

Full page ad \$100 for 2 months!

Advertise here.

*Includes logo and contact information,
or if you have your own
camera ready ad
to fit this size (8.78 H X 5.54 W)*

*Additional features:
Link to business website— \$ 15*

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YOUR
BUSINESS
HERE**



Support your Affiliates!

Support your Affiliates!



**Congratulations on a great year!
Newman Title Agency is wishing you
all continued success in 2021!**

Working With Agents And Lenders To Fulfill The
Dream Of Homeownership Through An
Exceptional Closing Experience

- Full Service Title & Escrow Agency
 - Residential & Commercial
 - One Point Of Contact
 - We Come To You For Closing

Do What's Best For Your Clients - Close With Newman Title!



Erin Koz
Manager
ekoz@newmantitle.com



Kelly Babb
Escrow Officer
kbabb@newmantitle.com



Erica Burmeister
Assistant Manager
eburmeister@newmantitle.com

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Affiliate Advertising Space Available



Advertise Here!

1/3 page ad \$50.00

for 2 months. Includes logo and contact information. Or if you have your own camera ready ad to fit this size. (2.86 H X 5.54 W)

Link to business website \$15.00

Affiliate Advertising Space Available

Advertise here.

\$75 for 1/2 page

For 2 months. Includes logo and contact information, or if you have your own camera ready ad to fit this size (4.46 H X 5.54 W)

Additional features:

Link to business website— \$ 15



Support your Affiliates!

2020 AFFILIATE MEMBERS

*** Gold Member **Silver Member

Contractors:Wayne Homes – Jennifer Neese
(419) 626-3009**County Auditors:**Erie County Auditor – Richard Jeffrey
(419) 627-7746**Mold/Odor Mitigation/Disaster Clean up:**Restore Pro, Inc. – Jon Fields/Rusty Zeller
(419) 624-0198 Sandusky**Home Inspections:**A. Wright Inspections, Inc. – Andrew Wright
(419) 460 – 2123 FremontCatawba Island Home Inspection – Roger Frommer
(419) 722-8086 Port ClintonErie Inspection Service – Todd & Julie Radloff
(419) 484-4354 BellevueInspection Tech. – Thomas Dunlap / Aaron Westerberg
(419) 504-9417 SanduskyWildman Inspections, LLC. – JP Wildman
(419) 707-2304 Port Clinton**Home Publications:**Youngs Publishing – Ron Young
(800) 962-7853**Home Warranty:****First American Home Warranty – Dawn McNulty
(419) 494-2054 Toledo, OHOld Republic Home Protection – Christine Dern
(330) 441-1737 Medina, OH**Lenders:**AG Credit, ACA - Craig Coughlin
(419) 663-4020 Norwalk, OH**Lenders Continued:**American Eagle Mortgage Co. – Jason Sas
(419) 616-5300 Huron, OHCivista Bank (Sandusky) – Jim Nabors
(419) 625-4121**Croghan Colonial Bank – Teresa Joseph
(419) 355-2258 FremontCummings Mortgage – Dan, JoAnn and Tony Cummings
(419) 625-1894 SanduskyFairway Independent Mortgage – Mike Zele
(866) 923-5213 Stow, OHFarm Credit Mid America – Ted Sarko
(440) 775-4028 OberlinFifth Third Bank – DJ Pisano
(419) 668-3275 SanduskyFirelands Federal Credit Union – Lynn Devereaux
(419) 483-4180 BellevueFirelands Federal Credit Union – Barb Flaczynski
(567) 743-9307 NorwalkFirst Federal Bank of Ohio – Kim Kincer
(419) 626-8900 SanduskyFirst Federal Bank of Ohio – Betty Hoffman
(419) 443-8300 Tiffin***First Federal Savings of Lorain – Cathy Schaefer
(419) 626-5576 SanduskyFirst Federal Lakewood - Don Starbuck
(419) 874-3093 Perrysburg, OHFirst National Bank – Dean Miller
(419) 483-7340 BellevueGenoa Bank – Lori Magrum
(419) 734-3994 Port Clinton

Support your Affiliates!

Support your Affiliates!

2020 AFFILIATE MEMBERS

Lenders Continued:

Impact Credit Union – Emily Waugh
(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

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 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

Newman Title Agency, Inc. – Kelly Babb
(567) 283-5333 Sandusky, OH

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

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

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

MLS Committee Discussion



Helpful Hints

MLS Committee Meeting Topics from 10/15/2020

MARKETING REMARKS

The MLS does not permit the placement of the listing agent name, brokerage, phone number, email address, web address or other information of this nature in the marketing remarks.

A call to action is permissible as long as information of this nature is not included.

Acceptable: "Call to schedule your showing" or "Schedule your showing today"

Not Acceptable: "Call John Doe to schedule your showing"

LISTING PROCEDURES FOR OUT OF AREA, FOR SALE BY OWNER, & ONE PARTY LISTINGS (Entered for Comp Purposes Only)

- You must wait to enter until after property is Sold
- Enter all information in the listing input required fields including room sizes
- You must select "NO" for Public Viewable
- The words "For Comp Purposes Only" must be in the Marketing Remarks section
- You must enter at least one front view photo of the house prior to changing the listing status to Sold
- You must enter the listing into the "Active" status, then to "Pending" and then to "Sold" status using the correct dates
- If "FSBO" or "Out of Area" email Emily at emily@faor.com providing the MLS number and address (Please indicate whether it is "FSBO" or "Out of Area")

Owner Name - Owners name is required to be disclosed on the listing. If owner has requested that their name not be on the listing please contact the MLS office when entering the listing

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.

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 cancel the others.

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

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

Register Now for The Ohio Attorney General's



Ohio REALTORS is a proud sponsor of The Ohio Attorney General's 2021 Human Trafficking Summit.

The annual summit, hosted by Ohio Attorney General Dave Yost, is January 14th, 2021 from 8:45 a.m.-4 p.m. and is an all-virtual event.

The summit provides education and resources for combating and ending human trafficking. The summit brings together survivors, social workers and victim advocates, police officers, lawyers, prosecutors, judges, and other community stakeholders to learn how different areas of the state are succeeding in the fight against trafficking. The summit

serves to inspire and motivate participants to actively help fill regional gaps in services.

This year's agenda includes a welcome message from AG Yost, a presentation from the Renee Jones Empowerment Center, and 15 workshop options with valuable information and resources. Those options include:

- The Illicit Massage Industry: A Quick Look at the Chinese Supply Chain
- First Responses to Human Trafficking
- When Parents Are Pimps Considering a Dedicated Docket for Juvenile Human Traf-

ficking? The Triumphant and Turbulent Tale of One Ohio Court's Response

- Lessons from Statewide Partnerships To Improve Outcomes for Children and Youth Victim Services

Registration is just \$10. Register now and learn more [on this page](#).

Ohio REALTORS has been a proud partner with the Ohio Attorney General's anti-Human Trafficking taskforce since 2019.

This content is copyright 2021 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1408/register-now-for-the-ohio-attorney-generals-2021-human-trafficking-summit/>

Welcome New Members!

New REALTORS®:

Robert Kinsey	Russell Real Estate Services—Port Clinton
Rian Sebetto	Wendt Key Team Realty—Fremont
Andrew Morey	Truth First Realty—Sandusky

Secondary Members:

Kristine Burdick	Howard Hanna—Home Office
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New MLS:

Kristine Korber	RE/MAX Crossroads Properties—Strongsville
Julia D'Arcangelo	The Danberry Co.—Oregon
Amy Margiotti	Howard Hanna—Bay Village

New MLS Offices:

Sara Urbancic	Howard Hanna—Bay Village
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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

FAR's REALTOR® Insight is published by and for the education information and benefit of its members and devoted to news of the real estate industry and other related and allied interest.

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.

All copies for publication should be sent to the Editor by the 20th of each month, rates available upon request.

All copies submitted are subject to editing at the Editors discretion.

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Leslie@faor.com

We are required to maintain an active email address for each FAR member who uses our MLS system. This email address is updated in the National REALTOR database (NRDS) and also for our email blasts with important information that goes out periodically.

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 and available on FAOR.com/Member side. If you are not receiving the newsletter please contact Leslie@FAOR.com

Thank You!

Firelands
Association of
Realtors



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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.

