January-April 2021



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REALTOR® Insight

NAR Code of Ethics

NAR's Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years to every three years. This extends the current cycle deadline from Dec. 31, 2020, to Dec. 31, 2021.

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The train-

ing must meet specific learning objectives and criteria established by the National Association of REALTORS®.

Training may be completed through NAR's online courses or through another method, such as online or classroom courses via local/state associations. Read the consequences for failing to complete Code of Ethics training.



REALTOR® Insight

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Schedule of Events:

April

- 4/15 Board of Directors Meeting, 10am Board Office
- 4/21 Soup-R Bowl/ Reverse Raffle
 5:30pm, Board
 Office REALTORHAII



Up Coming Events

May		
12	MLS Advisory Committee, 9am, Zoom	
12	"Shred It" Day! Shaffoe Shelter 10am-3pm	
18	Affiliates Meeting, Zoom, 10:30am	
19	MLS Brokers Meeting , Zoom, 10am	
19	Finance Committee, Zoom , 9am	
20	Board of Directors, Anjulina's, 10am	
20	General Membership Meeting, Anjulina's, 11:45 AM Lunch	
	Meeting at 12:00 PM	
21	Forms Committee, Zoom, 10 AM	
26	NEW REALTOR® Member Orientation, Board Office, 10a-4p	
27	Golf Meeting, In -person/Board Office or Zoom,10am	
31	Board Office Closed, Happy Memorial Day	

June		
1	REALTOR® of the Year must be postmarked	
17	Board of Directors Meeting, 10am, Board Office	

July		
5	Board Office Closed, Happy 4th of July!	
14 & 15	CE at Put-in-Bay	
28	NEW REALTOR® Member Orientation, Board Office, 10a-4p	

All Events are subject to change until further notice





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 coun-

try. <u>Fairhaven</u> 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.

<u>Fairhaven.realtor</u> 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 <u>Fairhaven.realtor</u>. 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.



License Renewal Extension Expiring Soon!

April 13,2021

By Peg Ritenour, Ohio REALTORS Vice President of Legal Services

License renewal extension expiring soon Apr 13, 2021 By Peg Ritenour, Ohio REALTORS Vice President of Legal Services As a result of the COVID-19 pandemic legislation was passed in 2020 that granted a temporary extension of time for license renewals to Dec.1, 2020. That deadline was later extended until July 1, 2021 in House Bill 404. Because this extension

will be expiring soon, it is critical that licensees understand who qualifies for this extension and how it works. Below are some frequently asked questions.

Who qualifies for the extension?

Only licensees whose renewal was due between March 9, 2020 and April 1, 2021.

What if my license renewal date is between April 2,2021 and July 1? Don't I qualify for the extension?

No. If your renewal is due April 2, 2021 or after, it must be filed by your due date.

If you qualify for the extension, how long do you have to renew your license?

Under HB 404, you have until July 1, 2021 to file your renewal application. However, many licensees have chosen to file their renewal by their due date.

If I qualify for the extension to July 1, 2021 does this change my next renewal date to July 1, 2024?



No, your future renewal dates will not change as a result of the extension. It will continue to be three years from the date your renewal was due, not from the extended deadline. For example, if your renewal date was Dec. 1, 2020, even though you have until July 1, 2021 to file your application, your next renewal deadline will still be Dec. 1, 2023.

Can I renew online if I am using the extension?

No, if you are utilizing the extension, you cannot renew online. There have been some delays with mail delivery.

What if I mail my renewal application before July 1 but the Division doesn't get it until after that date?

If your application is postmarked on or before July 1 it will be accepted by the Division.

What if my renewal application is incomplete?

According to the Division of Real Estate many licensees are failing to report their continuing education with their application or to include the required fee. Others are forgetting to sign their application. If this happens and the deficiency is not corrected by the deadline, it can result in a license suspension for non-renewal.

The COVID-19 pandemic is certainly not over yet. Is there a chance the legislature will extend the license renewal deadlines again?

At this time no legislation has been proposed to extend the license renewal deadlines beyond July 1. If that changes, Ohio REALTORS will promptly communicate this to its members

This content is copyright 2021 **Ohio REALTORS**. Read more at: https://www.ohiorealtors.org/blog/1463/license-renewal-extension-expiring-soon/





Rules and Regulation Chan

Rules and Regulations Changes

Updated MLS Rules and Regulations have been uploaded to FAOR.com. The update includes NAR Mandatory Changes and a change to our Coming Soon Rules. The Coming Soon Rules and Coming Soon Authorization Form have been updated to reflect the rules change.

The following changes were made to the Firelands MLS Rules & Regulations.

NAR Mandatory Changes: Section 1.2.0 Accuracy of Listing Data

Participants and subscribers are required to submit accurate listing data and required to correct any known errors

Section 7 Compliance with Rules— Authority to Impose Discipline

Note 2: MLS Participants and subscribers can receive no more than three (3) administrative sanctions in a calendar year before they are required to attend a hearing for their actions and potential violations of MLS rules, except that the MLS may allow more administrative sanctions for violations of listing information provided by participants and subscribers before requiring a hearing. The MLS must send a copy of all administrative sanctions against a subscriber to the subscriber's participant and the participant is required to attend the hearing of the subscriber who has received more than three (3) administrative sanctions within a calendar year (Adopted 11/20)

Section 9 Consideration of Alleged Violations

When requested by a complainant, the MLS will process a complaint without revealing the complainant's identity. If a complaint is subsequently forwarded to a hearing, and the original complainant does not consent to participate in the process, the MLS will appoint a representative to serve as the complainant. (Amended 11/20)

Coming Soon Changes:

Showings can be preset while in the Coming Soon status for on or after the Active date.

Open houses can be scheduled and marketed while in the Comings Soon status for on or after the Active date.

While the listing is in the Coming Soon status, it is now viewable by the general public via IDX, RETS and API's (Application Programming Interface).

Changes to the MLS Billing Schedule

Annual MLS fee of each participant shall be an amount equal to \$470.00 times each salesperson and licensed or certified appraiser who has access to and use of the service, whether licensed as a broker, sales licensee, or licensed or certified appraiser who is employed by or affiliated as an independent contractor with such participant. Payment of such fees shall be made bi-annually on or before the 20th day of March and Sep-

tember of the year of the multiple listing service. Fees shall be prorated for new membership.

Change of wording for Agent Transfers

Participants who transfer to a different Brokerage must inform the departing Brokerage within 1 calendar day of leaving. The Departing Brokerage must inform the MLS within 1 calendar day of the departure of the Participant. The new Brokerage must inform MLS within 1 calendar day of Participant joining the Brokerage. Any listings that are to transfer with the Participant must be reported to the MLS within 1 calendar day. All listings will be transferred to the Broker of the departing Brokerage unless otherwise stated. There is a \$50 Agent Transfer fee assessed to the Participant

Existing Fine if Brokers do not inform Board/ MLS Staff of Agent Transfers

Section 6.1 Charges

K. Participant office will notify the MLS in writing within 1 calendar day of an agent leaving and/or joining that office. Penalty will be a \$50.00 fine. (01/20)

NEW Affiliate Member—Karen Evans Pictures

I'm Karen Evans with Karen Evans Pictures, I've been a professional photographer since 2003, but have loved photography from a very young age when I remember hanging out with my dad in his basement darkroom. Over my 17-year career, I have photographed hundreds of homes and thousands of professionals' headshots. My favorite part of this job is meeting great new people and making them happy with my photographs.

I'm local to the Marblehead area and will travel anywhere, so if you're looking to change up your real estate listing photos, or if you need a new headshot, get in touch! I'd love to work with you! Karen@karenevanspictures.com, 614-203-2113,

https://karenevanspictures.com.















FREE Benefit for our Board Members!
If you would like us to resend the invite to you, please contact the Board Office.

Support your Affil

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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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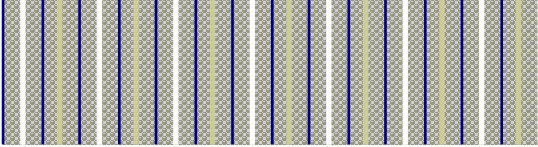
Headshots



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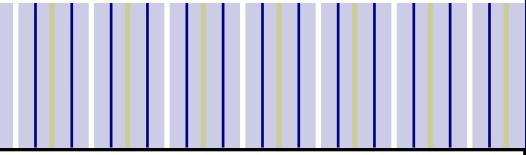


Advertise Here!

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



$Firelands \ Association \ of \ REALTORS @$

GENERAL MEMBERSHIP MEETING THURSDAY, MAY 20TH

\$20 PER PERSON

ANJULINA'S BANQUET HALL

2270 W. HAYES AVE. | FREMONT, OHIO

Lunch begins at 11:45 AM Meeting will begin at 12:00 PM

GUEST SPEAKER

SCOTT WILLIAMS, CEO
OHIO REALTORS



Please reserve your seat no later than Thursday, May 13th

REGISTRATION FORM			
Name:			
Office:			
\$20 per person amount \$ Check #			
	(Invoices must be paid by day of Event)		

Your Affiliates hard at work for YOU!

Do you have shredding that needs to be done?

Join us May 12th at the Shredding Event held at the Shaffoe Shelter next to the Board Office from 10am—3:00pm.

Bring your Business Card for \$25 Gift Card Drawings and enjoy snacks provided throughout the event, starting with the all-important, coffee and donuts and working through fresh fruit, granola bars and drinks!

To be successful, and to provide enough secure bins for everyone, please RSVP to Leslie@faor.com if you intend to drop documents/papers.

This is not necessary but once the bins are full, we will not be able to accept papers to be shred securely.

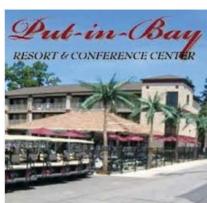


CE at Put-in-Bay! July 14th & July 15th

- Choose up to 6 hours of Continuing Education
- Jet Express Tickets
- Stay Overnight!
 - * Accommodations at the Put-in-Bay Resort and Conference Center, Call (419) 285-7424
 - * RESERVATION DEADLINE—June 25th
 - * Special event rate of \$165 + applicable taxes. Just mention Firelands Board of REALTORS®
 - * Rooms are Limited—Register Early!

Look for more information to come and registration for classes





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 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

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

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

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

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

Lenders Continued:

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

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

Firelands Federal Credit Union – Barb Flaczynski (567) 743-9307 Norwalk

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 Bellevue

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

Impact Credit Union – Emily Waugh (419)5 547-7781 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

2020 AFFILIATE MEMBERS

Lenders Continued:

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 – Korie Sanders (888) 466-3767 (Education/CE)

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

Photography:

Karen Evans Pictures, LLC – Karen Evans (614) 203-2113 Marblehead

Radon Mitigation:

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

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

Title Companies Continued:

***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

REALTOR® Insight

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June 17, 2021 1-4pm EST

Hear from nationally recognized speaker, **Leigh Brown** during National Ethics Day.

Free registration courtesy of Ohio REALTORS®

Meets required NAR Code of Ethics training/2.5 hours real estate elective credit



Click here for whole article



Ohio REALTORS® is excited to announce it has teamed up with Nationally Recognized Speaker Leigh Brown for the Fourth Annual National Real Estate Ethics Day®, which will be broadcast LIVE on June 17, 2021 from 1:00 pm – 4:00 pm EST.

<u>CLICK HERE</u> to complete your complimentary registration to attend National Ethics Day with Leigh Brown, courtesy of your Ohio REALTORS®!

CREDIT/LOGISTICS: • 2.5 hrs real estate ELECTIVE credit – this program will NOT meet the Ohio 3-hour Ethics core course requirement. • 2.5 hrs required NAR Code of Ethics training • Your confirmation email will contain a link to the live YouTube broadcast on June 17, 2021. • Your confirmation email will also contain a link to a survey that you are required to complete immediately following the program to receive credit for attendance.

Multiple Listing Service

Helpful Hints

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

<u>Held Status</u> - 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

Welcome New Members!

New REALTORS®:

Emily Wurm Century 21 Bolte Real Estate—Tiffin Cierra Bravard Realty Executives Select Group

Katherine Campbell Street Sotheby's International—Catawba

Jaron Smith Howard Hanna—Port Clinton
Trent Williams Polter Real Estate—Port Clinton

Ann Berry Slate Real Estate

Shannon Dyer EXP Realty

Amy Jones Russell Real Estate Services – Port Clinton Allen Pollard Russell Real Estate Services—Sandusky

Matthew Weiss Realty Executives Select Group

Cynthia Corder North Bay Realty

Broderick Warren Coldwell Banker Routh Realty

Acacia Smith Key Realty

Adam Rooker RE/MAX Quality Realty—Sandusky
Harley Woodburn Coldwell Banker Routh Realty
Polter Real Estate— Port Clinton
Realty Executives Select Group

Vivian Benedict Century 21 Bolte Real Estate—Bellevue John Jacobs Keller Williams Citywide—Westlake

Sarah Bedee Century 21 Bolte Real Estate—Port Clinton

New MLS:

Seth Task BHHS Professional Realty
Sammie Brown The Danberry Company – Findlay

Christina Higgins Howard Hanna—Avon

Michael Lorenzen Key Realty

Christy Morek Keller Williams Citywide—Westlake Allison Durbin Keller Williams Elevate—Strongsville

Jim Trampevski Kev Realtv

Glenda Owens Howard Hanna—Amherst Keli Blain Howard Hanna—Westlake

New MLS DR:

Victor Benjamin Elite Premier Properties

New Appraisers:

Kyle Kundrath Meritus Appraisal Partners, LLC

New Affiliates

Karen Evans Varen Evans Pictures

Erica Ward Martin/Traxler American Eagle Mortgage









REALTORS*





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

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

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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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Executive Officer/Publisher

David Freitag, CEO E mail: David@faor.com

MLS Coordinator

Emily Schwerer E-mail: Emily@faor.com

Admin. Assistant/ Member Services/ Newsletter Editor

Leslie Bixby E-mail: Leslie@faor.com

For advertisement please Contact 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!