

June 2022



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# REALTOR® Insight

## Nominations are being accepted for Board of Directors seats

There will be 4 open seats for 2023. The Board is accepting nominations from all counties, but especially need candidates from Huron Co., Seneca Co. and Ottawa Co.

Nominations must be received by Friday, August 19th

To serve on the Board of Directors it is a commitment of 1 meeting per Month (3rd Thursday) and being actively involved in other committees.

Requirements:

- \* The FAOR Board must be the Primary Board of each candidate seeking election. Each Candidate seeking election as Director must have a minimum one (1) year of experience as a licensed REALTOR.
- \* Directors shall be elected to serve a term of three (3) years.
- \* At all times, there shall be a least one (1) Director on the Board of Directors from each of the counties within the territorial jurisdiction of the Board. (Erie Co., Huron Co., Sandusky Co., Seneca Co., and Ottawa Co.)

To nominate yourself or someone else (with their permission) please email [Leslie@faor.com](mailto:Leslie@faor.com)





## Save the Date!

**July 12th & 13th**  
CE at Put-in-Bay

**July 19th**  
Bob Strayer  
Memorial Golf  
Outing

**August 17th**  
RPAC Cruise

**September 14th**  
Truck in for Lunch  
Trade Show

## Up Coming Events

June	
1	Realtor of the Year Deadline to Ohio REALTORS
2	Self Defense Class
9–10	<b>Ohio Realtors AE Seminars, Dayton, Board Office Closed</b>
16	Board of Directors Meeting, Board Office, 10am

July	
4	<b>Board Office Closed, 4th of July</b>
12–13	Island Education at Put-in-Bay
13	Nominations begin for Open 2023 Board of Directors Seats
19	<b>Bob Strayer Memorial Golf Outing , Board Office Closed</b>
20	New Realtor® Member Orientation, Board Office, 10am-4pm
26-27	OR Leadership Summit

August	
9-10	NAR Leadership Summit, Chicago
10	Board of Director Nominations for 2023 Deadline
17	RPAC Cruise, Depart Jet Express Dock @ Noon
18	Board of Director Meeting, Board Office, 10am
31	General Membership Meeting, Sandusky Yacht Club, Lunch 11:45am/Meeting 12:15pm

**All Events are subject to change until further notice**

## Affiliate Sponsored Shred-it Event

The Affiliates held the 2nd Shred-it Event on May 11th.

Everyone that participated in the Shred-it Event was entered in a drawing for a \$25 Gift Card provided by your Affiliates.

The winners of the Gift Cards are:

*Ryan Conkle, BHHS Professional -Sandusky*

*Katey Eirons, RE/MAX Quality Realty- Sandusky*

*Matt Pumphrey, Century 21 Wilcox-Fremont*

*Steve Mack, BHHS Professional -Sandusky*

*Janet Herzog, RE/MAX Unlimited Results Realty*

*Marcia Shockley, Century 21 Bolte-Tiffin*

The Affiliates provided snacks for all who came and some were able to participate in the great Donut Challenge between Crispy Crème and Donut Land donuts. The winner was Donut Land! Thank you Christine and Dawn for sharing the amazing donuts!

This year the Affiliate Committee looked for a local company to provide the shredding service and found Firelands Local a part of the Christy Lane Industries.

Firelands Local LLC. is the business service division of CLI Incorporated,

a non-profit business located in Norwalk, OH.

They provide quality service and great customer experience in order to continue to find and provide meaningful work for adults with developmental disabilities.

They are always looking for new opportunities that afford them the ability to provide work for individuals and helps the local communities as well, If you have a need, give them a try, they are great to work with!

The Affiliates would like to continue to offer the Shred-it event next spring after tax season.

*Thank you so much to our Affiliates!*



**Pictured in Back Row:** Cheryl DeVore, Flora Watson, Carrie Jo Wahl. **Front Row:** Rusty Zeller and Dawn McNulty



Affiliates in Action



## Ohio REALTORS backs HB563

May 16, 2022

By Beth Wanless, Ohio REALTORS Director of Government Affairs

Last week, Ohio REALTORS provided the following written testimony to the Ohio House of Representative's State and Local Government Committee in support of House Bill 563 -- a measure addressing the issue of short term rentals across the state:

Ohio REALTORS supports policies that allow property owners to use their property as they see fit. Governments that impose excessive regulations on short term rentals, or outright ban short term rentals violate the fundamental principles of private property rights. Introduced by Representatives Sarah Fowler-Arthur (R-District 99) and Ron Ferguson (R-District 96), House Bill 563 prohibits

local governments from banning short term rentals, or from limiting the duration, or frequency of rental periods for short term rental properties. There are exceptions to allow local governments to regulate short term rentals for building codes, public safety, noise, drug and sex trafficking and preventing a property from being a public nuisance. However, those regulations must be enforced in the same manner as similar properties that are not short term rental properties.

Short term rentals provide a property owner the ability to generate income on the property they own while providing flexible housing accommodations to people who may be unable to find an adequate housing situation that fits their needs.

Every Ohioan should be able to use and enjoy their private property as they wish, without excessive government intrusions. Ohio REALTORS supports HB 563 and we respectfully ask the Committee to support this legislation.

Formed in 1910, Ohio REALTORS is the state's largest professional trade organization with more than 36,000 members representing both residential and commercial practitioners, as well as auctioneers and appraisers. We also represent homeowners, homebuyers, investors and support policies to protect private property rights.

*This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1642/ohio-realtors-backs-hb-563/>*

## NAR: NXT, The REALTOR Experience

### Who Attends?

Year over year, REALTORS® who attend NAR NXT, The REALTOR® Experience report making twice as much income from real estate as the typical NAR member. The typical conference attendee works in real estate full-time and has an average of 16 years of industry experience. Our attendees are sales agents, associate brokers, broker-owners and real estate office staff, and they represent a variety of different office sizes and business franchises. Visi-

tors come from all 50 U.S. states and several U.S. territories. The event also welcomes 1,500 international real estate profes-

sionals from over 65 countries. Approximately one-third of attendees are first-time visitors each year





**RESCHEDULED FOR July 28th**

## Core Ethics CE Class

### Join Us!

Thursday June 23, 2022  
11 AM – 3 PM

Pioneer Spring Marketplace  
1580 Peru Olen Road  
Norwalk OH 44857  
Class Instructor: Alec Hagerly

RSVP by June 16, 2022 to hold your seat  
Todd Lillo Team  
todd@toddlillo.com | 419.668.9922

- Free to Realtors
- Lunch will be served

2nd floor - stair access only

Co-sponsored by:  
Todd Lillo  
Branch Manager at Union Home Mortgage

3-hour Continuing Education Credit for 2022



**Beth Dzurilla**  
Sales Manager  
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bdzurilla@mutualtitleohio.com  
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todd@toddlillo.com  
toddlillo.com

19 Whittlesey Avenue | Norwalk, OH 44857

**RESCHEDULED FOR July 28th**

# DEADLINE: Tuesday, July 5th



## Island Education! July 12 & 13, 2022

Sponsored by:



• Choose Your Course(s)

**Core Law: Contracts, Business Entities, Trust & Estates** (3 HR

Core Law CE Credit) Tuesday, July 12th-10:30 AM-1:45 PM

Instructor: Ted Bush and Paul Blevins, First American Title

**Civil Rights: Fair Housing: Changing Faces in America** (3 HR Civil

Rights CE Credit) Wednesday, July 13<sup>th</sup> - 10:30 AM-1:45 PM

Instructor: Alec Hagerty, Knowledge Sponge Seminars

- Includes Roundtrip on the Jet Express (if you don't need Jet Express tickets we have pricing without below).

**Put-In-Bay Jet Express** Schedule- <http://jet-express.com>

The 8:30am Ferry from Port Clinton will get you to class on time.

**PLEASE NOTE: THE BOAT LEAVES THE DOCK PROMPTLY!**

Includes one roundtrip ticket, extra tickets can be bought at the Jet Express Dock

• Stay Overnight! (Not Included)

Accommodations at Put-In-Bay Resort, Call 888.742.7829

RESERVATION DEADLINE-JUNE 22<sup>nd</sup>

**Special Event Rate of \$165 + applicable taxes. Just mention you are with the Firelands Association of REALTORS®**

Do you have any disabilities, which require special accommodations, including the provision of auxiliary aids and services? If so please indicate needs \_\_\_\_\_

☐ \$40 for 1 day of CE Only **or** ☐ \$75 for both days (No Jet Express Transportation)

☐ \$90 for 1 day of CE and 1 round trip Jet Express Ticket

☐ \$105 2 days of CE w/ 1 round trip Jet Express Ticket

☐ \$140 2 days of CE w/ 2 round trip Jet Express Tickets

**CE ATTENDANCE:** ☐ 3 hours CE on 7/12/22

☐ 3 hours CE on 7/13/22

☐ Both days of CE

**BOAT TICKETS** ☐ Port Clinton ☐ No Ticket(s)

Name \_\_\_\_\_ License# \_\_\_\_\_

Company: \_\_\_\_\_ Phone# \_\_\_\_\_

Email \_\_\_\_\_

Method of Payment: \_\_\_\_\_ Cash \_\_\_\_\_ Check# \_\_\_\_\_ Invoice Me \_\_\_\_\_ (Must be paid prior to 7/13/21)

Return to:

Firelands Association of REALTORS®  
2710 Campbell Street | Sandusky, OH 44870  
FAX: 419.625.3442 or e-mail: Leslie@faor.com

Island Education!

# Upcoming Continued Education

## Continuing Education Committee

A great big shout out to the 2022 Continuing Education Committee for all of their hard work in getting Continuing Education to you in person this year! They sent out a survey to see what types of CE and Designations our members were interested in. Of course the Core classes were requested and the Designation course has been chosen.

These are the upcoming CE dates that have scheduled classes:

May 26th—Cheryl Devore, US Bank | Instructor: Jonathan Duy 3hrs. Civil Rights

June 23rd—Mutual Title / Union Home Mortgage—location in Huron Co.!

July 12th & 13th CE at Put-in-Bay—2 Core Classes **REGISTER ONLINE NOW!**

August 25th—American Eagle Mortgage

September 29th—REALTOR Safety Month class—look for details!

October 27th—Erie Inspection

November— **TBD**

As we receive the class information and flyers they will be added to FAOR.com and on the Calendar so you can register for these classes online through the Connect Dashboard or your Member Portal!

Hope to see you at a class near you!

## Continuing Education Committee 2022

Lisa Horman, Chairperson

Joy Berquist

Mary Boldman

Michael Campbell

Cheryl DeVore

Amy Northrop



## Firelands Association of REALTORS®

**BOB STRAYER MEMORIAL GOLF OUTING**

Tuesday, July 19, 2022

**Woussickett Golf Course**

6311 W Mason Rd, Sandusky, OH 44870

Shotgun start 9 am

**Sponsorship Opportunities****Sponsorship needs to be turned in by July 5th**

- ☐ **Hole Sponsor—\$125** | Name: \_\_\_\_\_  
*Course signage at hole | Company name listed in program | Can set up a tent at the hole*
- ☐ **Putting Green Sponsor—\$200** | Name: \_\_\_\_\_  
*Signage at Putting Green | Company name listed in program | Can set up a tent at the hole*
- ☐ **Golf Cart Sponsor—\$500** | Name: \_\_\_\_\_  
*Company Name listed on all Carts | Company name listed in program*

**Breakfast Sponsor—\$250** Dawn McNulty, First American Home Warranty**Lunch Sponsor—\$500** Ed Hartung, Hartung Title Agency**Dinner Sponsor—\$750** Leisa Crum, Croghan Colonial Bank**Bar Cart—\$500** Chris Palmer, Fidelity National Title**Driving Range—\$200** Nate Leto, Appraisal Service, Inc.**Tournament Sponsor—\$1000** Civista Bank**Registration Form****Register by July 5th**

Player 1 \_\_\_\_\_ Office \_\_\_\_\_

Player 2 \_\_\_\_\_ Office \_\_\_\_\_

Player 3 \_\_\_\_\_ Office \_\_\_\_\_

Player 4 \_\_\_\_\_ Office \_\_\_\_\_

☐ **Team—\$400**      ☐ **Single Player—\$100**
*Mulligans (\$20 for the Team) and Skins will be available for Purchase at the Tournament***All Proceeds go the FAOR Charitable Foundation,****Supporting our 5 Counties (Erie, Huron, Sandusky, Seneca & Ottawa)**

FAOR Charitable Foundation is a 501 ( c )(3) non profit organization

Donations are tax deductible



## Join us for the 2022 RPAC Cruise!



### RPAC "ISLAND CRUISE"

Join us on **Wednesday, August 17, 2022** for FAOR RPAC Island Cruise on a privately chartered Jet Express Ferry Boat. We will depart Port Clinton at **Noon** on the Jet Express Ferry located at **49 Jackson St. Port Clinton, OH.**

Our Jet Express cruise will take us on a tour around Lake Erie, and dock at Put-in-Bay on Middle Bass Island. Take this time to get to know and have discussions with your elected Officials/Legislators. Once at Put-in-Bay enjoy a **Legislative Reception at The Keys** when we will introduce the Ohio Legislators and elected local officials. Expected honored guests include, Senators Theresa Gavarone, Nathan Manning, Bill Reineke, and Representatives DJ Swearingen, Gayle Manning, Dick Stein, and Gary Click.

**Departure from Put In Bay 4:30-5:00 PM**, arrive Port Clinton, 5:00 to 5:30 PM.  
(you may return on an earlier ferry if needed)

**LIMITED SEATING: ONLY \$200.00 PER PERSON**

*Make your reservation today!*

Email [Leslie@faor.com](mailto:Leslie@faor.com) or fill out the Registration below and return to the Board Office, **must be received no later than 8/12/22**



### REGISTRATION



Name(s) \_\_\_\_\_  
\_\_\_\_\_

Office \_\_\_\_\_

Payment Method: ☐ Check # \_\_\_\_\_ | ☐ Bill My Account      Amount Due \$ \_\_\_\_\_

**Firelands Association of REALTORS®** | 2710 Campbell Street, Sandusky, OH 44870  
[Leslie@faor.com](mailto:Leslie@faor.com) | (419) 625-5787



**VOTE ★ ACT ★ INVEST**

[WWW.REALTORACTIONCENTER.COM](http://WWW.REALTORACTIONCENTER.COM)

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

**Sandusky Yacht Club  
Wednesday, August 31st, 2022  
Sandusky Yacht Club  
529 E. Water Street, Sandusky, OH**

**Lunch begins at 11:45 AM**

**\$20.00 per person  
Buffet Lunch, includes beverage & Desert  
Cash Bar Available**

**Meeting will begin at 12:15 PM**

**Please have reservations in by August 19, 2022**

**Speaker to be announced**

**Want to run for a Directors Seat??  
We will accept nominations from the floor  
for open Director seats, Term begins January 1, 2023**

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**Registration Form  
General Membership Meeting**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Office: \_\_\_\_\_

Amount Enclosed: \$ \_\_\_\_\_

Method of Payment: \_\_\_\_\_ Check # \_\_\_\_\_ | \_\_\_\_\_ Bill Me (Must be paid by 8/31/22)

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

**Email to [Leslie@FAOR.com](mailto:Leslie@FAOR.com) or Register in Your Member Portal!**



## New Residential Property Disclosure form Effective June 1, 2022

June 2, 2022

*By Stephen McCoy, Ohio REALTORS Assistant Vice President of Legal Services*

The Ohio Division of Real Estate has approved an updated version of the Ohio Real Property Disclosure Form (RPDF) which became effective June 1, 2022. [CLICK HERE](#) to access the new form.

It is important to note that while the [new RPDF](#) went into effect on June 1, the new RPDF will not become mandatory until Jan. 1, 2023. REALTORS should familiarize themselves with the new form prior to it becoming mandatory at the start of 2023.

There are two primary changes with the updated form. The first change is found on the signature page among the list of acknowledgements for purchasers. There is a new provision suggesting purchasers exercise due diligence with respect to the potential presence of hazardous materials. This is important for REALTORS to note when discussing with your purchaser-clients whether the presence of any hazardous materials would affect their decision to purchase the property. If so, purchasers are encouraged to review Appendix A which marks the second primary change to the existing RPDF. Appendix A contains a list of federal and state resources for purchasers to learn more about hazardous materials which can be found in housing. The list is not exhaustive, and purchasers are encouraged to seek advice from a qualified/licensed professional.

There is always the chance that REALTORS will have listings that were signed in 2022

and used the prior 2013 version before the new form was mandatory. To avoid any potential civil liability for yourself and your seller-clients, it is strongly recommended that REALTORS have their seller-clients complete the new 2022 form on any purchase contract that is entered into after Jan. 1, 2023. This will assure that the buyer is receiving information on the topics covered in the new version of the form (i.e., important information regarding potential presence of hazardous materials).

It is also recommended that REALTORS listing property in 2022 discuss with their seller-clients the fact that a new form will be required after Jan. 1, 2023. This conversation will allow the sellers to decide whether they want to complete the new 2022 version so that they can avoid filling out two forms. As always, any questions a seller has about the completion of the form or whether to use the new form before it is mandatory should be referred to the seller's own legal counsel.

The following are some frequently asked questions pertaining to the new disclosure form:

**Q:** If I list a home in 2022, what version of the RPDF should the sellers complete?

**A:** You should discuss with the sellers that a new RPDF becomes mandatory on Jan. 1, 2023. The sellers will have to decide whether they want to complete the 2022 RPDF even though that is not mandatory on properties listed in 2022. Certainly, any questions the sellers have regarding completion of the form or whether to use the 2022 RPDF early should be referred to the seller's own legal counsel.

**Q:** I listed a home in September at which time the sellers completed

the 2013 RPDF. If the property is still on the market after Jan. 1, 2023, must the sellers complete the new 2022 RPDF?

**A:** The Ohio Division of Real Estate and Professional Licensing has indicated that it will not charge a licensee with a license law violation for failing to have the sellers complete the new RPDF in this situation. However, to avoid any potential civil liability for you and the sellers, it is strongly recommended that the sellers complete and provide the 2022 RPDF to buyers on any purchase contract that is entered into after Jan. 1, 2023. This will ensure that the buyer is receiving information on the topics that are covered in the new version of the form.

**Q:** I have a listing which went into contract in late 2022. The sellers provided the buyers with the 2013 RPDF. The transaction will not close until Jan. 15, 2023. Do the sellers have to provide the buyers with a completed 2022 RPDF because the transaction is going to close in 2023?

**A:** No. The residential property disclosure law requires the seller to provide the RPDF to a purchaser prior to entering into a contract to purchase. As the contract was entered into in 2022, before the new form was mandatory, the seller met this obligation by providing the prior version to the buyers. The residential property disclosure law does not require the seller to update the form after the contract even though the form is later changed.

*This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1653/new-residential-property-disclosure-form-effective-june-1-2022/>*

## 2022 Presidents Sales Club

### NEW DEADLINE FOR 2022 | APPLICATIONS MUST BE POST-MARKED BY JULY 14

APPLICATIONS POSTMARKED AFTER JULY 14, BUT BEFORE JULY 21, WILL STILL BE ACCEPTED WITH THE \$100 LATE FEE. NO EXTENSION WILL BE PERMITTED AFTER JULY 21.

Acceptance letters will be mailed in early August.

REALTORS attaining the PSC award are among an elite group within the Ohio real es-

tate profession--one that is a member of the select 2021 Ohio REALTORS President's Sales Club. If you qualify for this award in 2022, you will only be among the top 10% of Ohio's real estate professionals. Demonstrate your understanding of the realities of your marketplace...and advertise that as a member of the Ohio REALTORS President's Sales Club you are perfect choice in making the dream of homeownership become a reality!

For more information on the PSC, go to [ohiorealtors.org](https://ohiorealtors.org) / Realtors / Awards & Applications

*This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/award-program-presidents-sales-club/>*



## Coaching Corner: The Magic of Consistency!

June 10, 2022

By Marilou Butcher Roth, Master Coach

Earlier this week, I was illustrating the idea of consistency with one of my favorite stories, which I would like to share with you now. As some of you know, I have two sets of twins who are two years apart, which provided endless amounts of fun, love and work! I can safely say that the avenue to my survival was consistency, creating and planning for different activities throughout our week.

As they became older and my second set was in their senior year of high school, I realized that I needed more time, it was all going much too fast. We all had our busy lives by then, and yet it was a complete agree-

ment that Tuesday nights would become "Butcher Boy Dinner Nights," for as long as we could make this happen, which it did until the last two went to Ohio State.

Fast forward several years and one of my sons now had his son, and made the request that the two of them schedule a consistent time to come for dinner. Great! In asking him what night might work best, I was pleasantly surprised to have his answer be "Tuesday!" When my grandson was small, he would always hold up his first two fingers, proudly stating that he went to Grammy's on Tuesday!

Now fast forward yet again, upon one of the

grandparents days when my grandson was in 4th grade. The charge from the teacher was to fill out a sheet with different questions, one of which was to identify something meaningful that they remembered about their grandparent(s). Yep! His favorite memory was going to Grammy's house on Tuesday!

This may seem like a trite tale, and yet, the power of those Tuesday nights spanned many years and has left a lasting impression.

Today, think about where adding some consistency might benefit your life? Have fun with this one!

*This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1657/coaching-corner-the-magic-of-consistency/>*



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.



Support your Affiliates!



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Support your Affiliates

## 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*

**ADVERTISE  
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BUSINESS  
HERE**



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Support your Affiliates!



*LaGrow Notary*

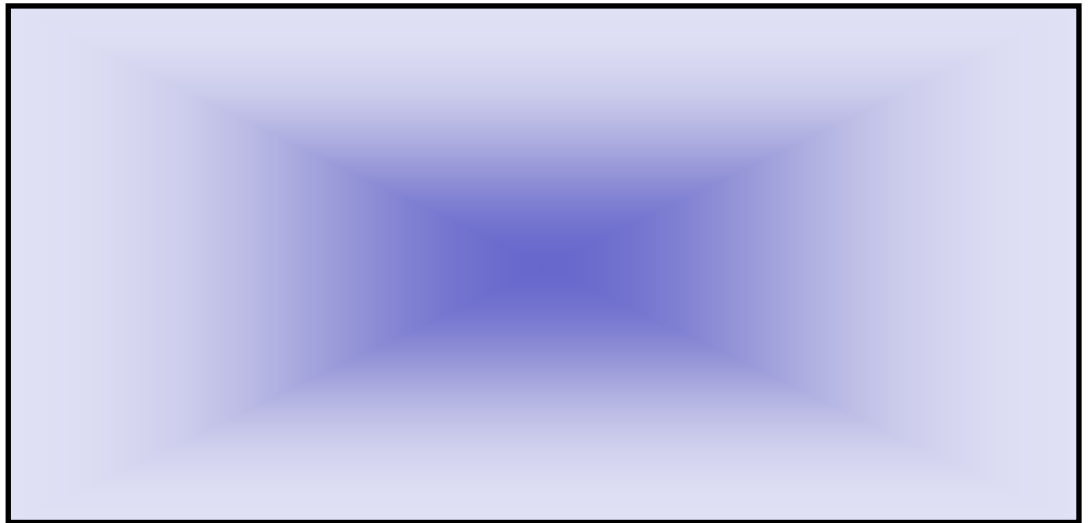


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*Agency Owner*

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419.625.7353

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Amherst, OH 44001  
440.988.4461

127 W. Perry St.  
Port Clinton, OH 43452  
419.732.3624

422 E. McPherson Hwy.  
Clyde, OH 43410  
419.547.0506

[dan@yanakgroup.com](mailto:dan@yanakgroup.com)  
Fax 419.625.6501



## 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*

Support your Affiliates!

## 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*



## 2022 AFFILIATE MEMBERS

\*\*\* Gold Member

\*\*Silver Member

**County Auditors:**

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

**Disaster Clean up/Mold/Odor Mitigation/:**

Erie Environmental – Jacob Cramer  
(419) 734-3045 Port Clinton

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

**Insurance Companies:**

\*\*\*Goosehead Insurance – Steve Pitzer  
(419) 987-4299 Sandusky

Yanak Insurance – Dan Yanak  
(419) 625-7353

**Lenders:**

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

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

American Eagle Mortgage Co. – Samantha Ramos  
(419) 706-0011 Norwalk, OH

**Lenders Continued:**

Civista Bank (Sandusky) – Tim Ott  
(419) 625-4121

\*\*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

Firelands Federal Credit Union – Angela Grimmer  
(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

Marblehead Bank – Kyle Krupp  
(419) 798-4471 Marblehead, OH

Motto Mortgage – Erica Ward  
(419) 357-1575 Sandusky

Support your Affiliates!

## 2022 AFFILIATE MEMBERS

### Lenders Continued:

North Coast Business Lending – Joshua Kurtz  
(419) 465-2091      Monroeville, OH

\*\*Rural 1<sup>st</sup> – Michael Goins  
(440) 775-4028      Oberlin, 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 – Scott Kuhn  
(610) 639-1566      Plymouth Meeting, PA

Your Home Financial - Rachel Clawson  
(440) 552-3149

### Misc. Services:

\*\*\*Hondros College – Korie Sanders  
(888) 466-3767      (Education/CE)

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

### Moving Services:

Two Men and A Truck – JoAnna Gallagher  
(419) 882-1002      Sandusky

### Notary Public Services:

LaGrow Notary – Andrea LaGrow  
(419) 871-8115      Sandusky

### Painting Services:

Hutchinson Painting – Melissa Barre  
(419) 566-6964      Port Clinton

### 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

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

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

## Unlicensed Assistant Application

Do you have an Unlicensed Assistant? Are they using your username and password for working in the MLS? This is a big no, no!

As we are finding in these times there are more Teams with Unlicensed Assistants and Unlicensed Personal Assistants, and as you may be aware that password/username sharing is prohibited and can incur a \$1000.00 Fine.

We have come up with a solution to help with the need for the Unlicensed Assistants. We now have an application and process for these member types. There is a nominal set-up fee of \$25 and a Fee of \$100 per half year that is billed to the Agent/Team Leader.

This does not affect the Main Office Assistant accounts that are FREE or the existing Unlicensed Office Assistants.

This form is also used for NEW Office Assistants. Each Office is allowed ONE Free Unlicensed Assistant (you can have more than one, but only one will be FREE).

You can find the applications on [FAOR.com / Members / Applications / Firelands MLS Only Applications / Unlicensed Assistant Application](http://FAOR.com / Members / Applications / Firelands MLS Only Applications / Unlicensed Assistant Application)

If you have any questions, please feel free to reach out!



2710 Campbell St.  
Sandusky, OH 44870  
(419) 625-5787

### Unlicensed Assistant Application (UA)/ Office Assistant

Individuals that will not be added as a UA/Office Assistant: Out of state or Ohio licensed agents/appraisers, agents licensed with a referral or holding company, licensees showing suspended.

Adding: New UA \_\_\_\_\_ (Teams or Personal Assistants) Office Assistant: New \_\_\_\_\_ (For Main Office only)

UA's Name \_\_\_\_\_ UA's MLS ID: \_\_\_\_\_  
(Print Name) (Leave Blank if New UA/Existing UA ADDED)

UA's Email Address \_\_\_\_\_ UA's Phone # \_\_\_\_\_

Is UA currently employed by a builder, Mortgage Co., Title Co., or any other real estate related business? Yes \_\_\_\_\_ NO \_\_\_\_\_

If so, company name: \_\_\_\_\_

Has this UA ever been licensed as a Broker, Agent, or an Appraiser (any State)? Yes \_\_\_\_\_ License #: \_\_\_\_\_ No \_\_\_\_\_

Is this UA replacing another UA/Office Assistant? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, Name and MLS ID being replaced: \_\_\_\_\_

Agent's Name \_\_\_\_\_ Agent's MLS ID \_\_\_\_\_  
(Print Name) - This is the Person or Team Leader the UA will be assigned to (Optional)

Agent's Email Address \_\_\_\_\_ Phone # \_\_\_\_\_

Company Name \_\_\_\_\_ Location \_\_\_\_\_

Broker's Name \_\_\_\_\_  
(Print Name) - This is the Primary Broker/Participant of record with Firelands MLS

I, \_\_\_\_\_ (MLS Participant/Broker,) give permission to the above Agent to add the above UA as his/her own "unlicensed" assistant. The agent and I both understand that the UA will be assigned his/her own unique ID and password, and that the Agent will be billed \$25 Set up Fee and \$100 Bi-Annually (prorated based on the time of joining) for this UA.

Additionally, I understand that the agent is responsible for notifying FAOR when their UA leaves, however the MLS Participant/Broker retains ultimate responsibility to Firelands Association of REALTORS regarding removal of UAs and fees associated with UAs.

Furthermore, I understand that access to information from Firelands MLS is a privilege with limited rights. Firelands MLS computer passwords are confidential. Violation of these limited rights will result in disciplinary action and a \$1,000 fine (first offense) against the Firelands MLS Participant/Broker, which cannot be waived.

MLS Participant/Broker's Signature \_\_\_\_\_ Date \_\_\_\_\_  
This is the Primary Broker/Participant of record with Firelands MLS

Agent's Signature \_\_\_\_\_ Date \_\_\_\_\_

UA's Signature \_\_\_\_\_ Date \_\_\_\_\_

Fill out Confidentiality/Non-Disclosure Agreement on Page 2.

Staff Use:  
Date Entered: \_\_\_\_\_ MLS# \_\_\_\_\_ MLS ID \_\_\_\_\_ OA1 \_\_\_\_\_ OA \_\_\_\_\_ Billed Agent \_\_\_\_\_

MLS Membership News!



To better serve our Members we have adopted a Membership Change form to be used whenever you have personal information to update that is not available to update on your Member Portal, and for Brokers to use for Agent Transfers (if transferring listings please include the MLS Listing Transfer form – **NEW**).


You can find both forms on Connect Dashboard in the Firelands Documents Module / Administrative Forms or on FAOR.com / Members / Forms / Administrative Forms.

Email the filled out Membership Change Forms to [Leslie@faor.com](mailto:Leslie@faor.com)

Multiple Listing Service  
**MLS**

Helpful Hints

## NEW FORMS: Membership Change Form



### Membership Change Form

Complete Relevant Sections and Email to [Leslie@faor.com](mailto:Leslie@faor.com)

**PERSONAL INFORMATION CHANGE**

\_\_\_ Name  
\_\_\_ Address  
\_\_\_ Email Address  
\_\_\_ Phone/Fax Number  
\_\_\_ Website

**TRANSFER OFFICE/COMPANY**

\_\_\_ Moved to a New Company  
\_\_\_ Moved to a New Office

**LISTING TRANSFER**

\_\_\_ Listing Transfer

**SEVER**

\_\_\_ Membership  
\_\_\_ License/Licensee

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**PERSONAL INFORMATION**

NAME: \_\_\_\_\_ M1/NRDS# \_\_\_\_\_ License# \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ CELL \_\_\_\_\_ HOME \_\_\_\_\_ OFFICE \_\_\_\_\_

EMAIL: \_\_\_\_\_ WEBSITE: \_\_\_\_\_

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**OFFICE OR COMPANY TRANSFER**

PLEASE NOTE: BROKES MUST REPORT TRANSFERS/SEVER WITHIN 24 HOURS OF NOTICE (\$50 FINE). COPY OF WALK-IN RECEIPTS FROM ODRE WILL ALLOW FOR FASTER TRANSFERS. \$50 AGENT TRANSFER FEE APPLIES.

OLD OFFICE: \_\_\_\_\_ EXIT DATE: \_\_\_\_\_

NEW OFFICE: \_\_\_\_\_ TRANSFER DATE: \_\_\_\_\_

NEW OFFICE ADDRESS: \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

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DO YOU HAVE ACTIVE LISTINGS? ☐ YES ☐ NO

(PLEASE NOTE: THE MLS LISTING TRANSFER FORM & Broker Authorization MUST BE COMPLETED AND SIGNED BY ALL PARTIES)

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SIGNATURE: \_\_\_\_\_ (REQUIRED) DATE: \_\_\_\_\_

PRINT NAME: \_\_\_\_\_

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FOR OFFICE USE ONLY:

MLS: \_\_\_\_\_ M1 (NRDS): \_\_\_\_\_ WEBSITE: \_\_\_\_\_ DATE: \_\_\_\_\_ OFFICE M1: \_\_\_\_\_



### MLS Listing Transfer Form & Broker Authorization

Complete this form and Email with the Membership Change form to [Leslie@faor.com](mailto:Leslie@faor.com)

To whom it may concern:

I (previous Broker) \_\_\_\_\_ of (Office Name) \_\_\_\_\_

Hereby authorize Firelands Association of REALTORS/Firelands MLS to transfer the following listing(s):

Enter the MLS#(S) Only:


For (Agent) \_\_\_\_\_, to their new

Broker (Office/Company Name) \_\_\_\_\_

---

Previous Broker Name (Printed) \_\_\_\_\_

Previous Broker Signature \_\_\_\_\_

New Broker (Printed) \_\_\_\_\_

New Broker Signature \_\_\_\_\_

New Office Phone: \_\_\_\_\_ New Office Fax: \_\_\_\_\_

New Broker Email: \_\_\_\_\_ Effective Date of Transfer: \_\_\_\_\_

---

For Office use only:

Transfer date: \_\_\_\_\_

**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](mailto: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!

### REALTORS®:

Leslie Buike	Howard Hanna—Port Clinton
Blake Harris	Keller William Chervenik
Steven Johnson	Wendt Key Team Realty—Fremont
Katie Koch	Russell Real Estate Services—Sandusky

### Secondary REALTOR® Members:

Ivan Smith	Serenity Realty, LLC
Sarah Ford	exp Realty—Maumee

### New MLS Office:

Mary Houston	The Houston Group—Westlake
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### New MLS Only:

Carolynn Steindl	Serenity Realty, LLC
Margaret Auble	Howard Hanna—Bay Village
Megan Scherer	Sluss Realty Company—Mansfield
Sandra Lawrence	Sluss Realty Company—Mansfield

### New Affiliates:

Joshua Kurtz	North Coast Business Lending—Monroeville
Amy Fuchs Haitonic	North Coast Business Lending—Monroeville
Isaac Phillips	North Coast Business Lending—Monroeville



**Members who  
have joined  
between  
5/12/22—  
6/8/22**

### FREE Benefit for our Board Members!



## SAFER SHOWINGS SMARTER ENGAGEMENTS

FREE Benefit Available for All FAOR Members!

**Know your prospect... in seconds**

-  Reverse incoming call to verify prospect (name, phone, and address)
-  Instantly search for criminal history
-  Verify financial risks (bankruptcies, liens, judgments)
-  Verify current assets (properties and vehicles)

Agents can properly plan for showings with a higher level of confidence.

To activate your free FOREWARN account, visit [app.forewarn.com/setuppassword](http://app.forewarn.com/setuppassword)  
For personal assistance, FOREWARN support is available at 561-757-4551 or [support@forewarn.com](mailto:support@forewarn.com)






If you would like us to resend the invite to you, please contact the Board Office or email [Leslie@faor.com](mailto:Leslie@faor.com)



## 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.



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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Dave Amarante, Vice-President  
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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.

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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!**