



# The Voice of Real Estate in West Central Ohio

ISSUE 70

JAN/FEB 2020

## OFFICERS

Kate Shulaw  
President

Bailey Joseph  
President-Elect

Antwillia Davis  
Vice President

Dawn Arbeit  
Past President

## BOARD OF DIRECTORS

Dick Clark  
Kelly Martino  
Shaun Richardson  
Renee Smiley  
Tim Stanford  
Elaine Wehri

## CEO

Roxann Shaffer

West Central Association of REALTORS®  
400 S. Cable Road Lima, OH 45805  
Phone: 419.227.5432  
[www.wcare.net](http://www.wcare.net)



## WHAT DOES MY BOARD DO FOR ME?

West Central Assn of REALTORS® strives to maintain the highest level of service and support to all its members.

[CLICK HERE](#) to learn more about what your board does for you!

## NAR Approves New MLS Policy Change MLS Statement 8.0 'Clear Cooperation' Policy

At the 2019 REALTORS® Conference & Expo, the National Association of REALTORS® passed a major change to the NAR model MLS Rules. (see below) MLSs will have until May 1, 2020 to implement this policy.

### Section 1.01 – Clear Cooperation

*Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. (Adopted 11/19)*

**Note: Exclusive listing information for required property types must be filed and distributed to other MLS Participants for cooperation under the Clear Cooperation Policy. This applies to listings filed under Section 1 and listings exempt from distribution under Section 1.3 of the NAR model MLS rules if it is being publicly marketed, and any other situation where the listing broker is publicly marketing an exclusive listing that is required to be filed with the service and is not currently available to other MLS Participants.**

For more information on this topic and a list of frequently asked questions, [CLICK HERE](#).

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SMART PHONE TODAY!

**NOTICE**  
THE BOARD OFFICE DOES NOT  
ACCEPT CASH

PAYMENT OPTIONS ACCEPTED:  
CREDIT/DEBIT CARDS  
CHECKS  
MONEY ORDERS

## Ohio Housing Market Posts Gains in Sales, Average Price in 2019

(Jan 22, 2020) The Ohio housing marketplace was extremely active in 2019 as the sector surpassed the prior year's levels in sales activity, average sales price and total dollar volume, according to Ohio REALTORS.

Homes sales reached 154,650 in 2019, a 1.6 percent increase from the 2018 year-end level of 152,208. The average sales price across Ohio in 2019 reached \$193,663, a 5.9 percent increase from the \$182,843 mark posted during 2018. Finally, total dollar volume in 2019 reached \$29.9 billion, a 7.6 percent increase from the 2018 level of \$27.8 billion.

"It was a solid year for the Ohio housing market, as we experienced healthy gains in sales activity and in average pricing," said Ohio REALTORS President Chris Reese. "It is evident that Ohioans appreciate and understand that housing is a solid, long-term investment. Ohio's REALTOR community is proud to have played an integral role in helping people navigate the complexities of the home buying process and, most importantly, were trusted partners in making the dream of ownership a reality."

Sales in December reached 11,634, a 12.4 percent increase from the December 2018 level of 10,352. The market also posted a gain in average home price in December, reaching \$191,250, a 6.2 percent increase from the \$180,148 mark posted in December 2018.

Around the state, 14 of the 18 markets tracked experienced an increase in average sales price for the year compared to 2018. In terms of sales activity, 10 local markets posted year-end increases compared to 2018.

Data provided to Ohio REALTORS by Multiple Listing Services includes residential closings for new and existing single-family homes and condominiums/co-ops. Ohio REALTORS, with more than 32,000 members, is the largest professional trade association in Ohio.

[CLICK HERE](#) for a market-by-market analysis of sales activity throughout Ohio.

This content is copyright 2020 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1225/ohio-housing-market-posts-gains-in-sales-average-price-in-2019/>



## WCAR's Online CE Resource

YOU'LL LOVE THIS DEAL

Save **25%**on all our online  
real estate educationpromo code **FEB25**

The CE Shop

To enroll in an online CE course, go to: [www.wcaremls.net](http://www.wcaremls.net)  
Select West Central's Online Education link under Links of Interest. Select a class and use the discount code above!

**UPCOMING TRAINING**

TBD

Once details are finalized for upcoming training, we will send out email notifications to our members as well as post it to our calendar on Navica.

**UPCOMING MEETINGS**

Board of Director Meeting  
February 12, 2020  
10:00  
@ Board Office



Congratulations to Dick Clark and his family on the birth of his grand daughter!

Jocelyn Francis Clark  
Born December 5, 2019  
6 lb. 2 oz. 19 in.

NATIONAL ASSOCIATION of REALTORS

**REALTOR SAFETY TIP**

Save the serious discussions for a time when you are not driving. It's important that you do not get distracted by stressful thoughts or serious conversations when you're on the road. Distracted driving puts your life and the lives of others at risk.

[www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)

welcome

**NEW MEMBERS**

David Best- EXP Realty  
Jack Bruce- EXP Realty  
Patricia Crow- Crow Appraisals  
Caleb Dunlap- Real Living CCR Realtors  
Taylor Gaff- Hartsock Realty  
Angela Lockwood- Lockwood Appraisals  
Kelli McKinney- Superior Plus Realtors  
Brent Nickel- Real Living CCR Realtors  
Kristin Nickel- Real Living CCR Realtors

**TRANSFERS**

Chelsea Bowers- Real Living CCR Realtors  
Devin Dye- Dye Real Estate  
Michael Hunsicker- Dye Real Estate  
Dawn Iames- Real Living CCR Realtors  
Sandy Kivimaki- Real Living CCR Realtors  
Jacob McKissick- Dye Real Estate  
Hunter Sidener- Dye Real Estate  
Ryan Stackhouse- Wannemacher Prop Mgmt  
Angela Whitaker- Cowan Realtors

**NEW MLS MEMBERS**

Jerri Barlage- HER Realtors  
Aaron Schaefer- Homes at Ohio's Edge  
Kris Suerdick- Choice Properties

**NEW FIRMS**

Crow Appraisals- Lima, OH  
Dye Real Estate- Lima, OH  
Wannemacher Property Management- Lima, OH

**NEW AFFILIATES**

Gail Long Property Inspections- Lima, OH  
KSI Kitchen & Bath- Toledo, OH

**LEGAL CORNER****Are You In Compliance?**

The start of the new year is the best time to double check that you are in compliance with all of the new license law changes made in 2019.

For more information on this topic, [CLICK HERE](#).

Please note: You must use your [ohiorealtors.org](http://ohiorealtors.org) login to access this article.

**New Coming Soon MLS Rule Changes**

The following changes have been made to the MLS rules regarding coming soon listings:

- 9) Listings entered into the MLS with a Coming Soon Status will have a "no" in the internet display field.
- 10) Listings Active Days on Market will start from the date of entry.

**PROCESS FOR ENTERING COMING SOON LISTINGS IN NAVICA**

1. Enter a new listing- make sure to select **NO** for **Display on Internet**- Click **Submit**
2. Pull up this new listing and click **Edit Listing**- This will pull up the Listing Option dialog box
3. Under **Status Change**- click **Coming Soon** and enter an available date- **Save**

**When the available date arrives, there are two options when making the listing active:**

1. Change the status of the listing to active using the same steps above. With this option, the DOM will start from the day the listing was entered.

**OR**

2. Clone the listing and create a brand new listing. This option starts the DOM over to 1.

## BIRTHDAYS

### JANUARY

CHARLES ARNETT  
AMY BALO  
CARMEN CECALA-  
WELLS  
RYAN CLARK  
DARLA CROWNHART  
ROBERT GAMBLE SR  
ROBERT GAMBLE JR  
MINDY GEESAMAN  
NICK GILBERT  
DEBRA GOODWIN  
STACY HARTER  
AMY JOSEPH  
BAILEY JOSEPH  
JAN KATS  
DEBBIE LANE  
BEN LEE  
KEVIN MOELLER  
MARY REX-MALEY  
JANET RICHARDSON  
EMAD SHENOUDA  
SUSAN WHITTAKER  
SARA WHITTAKER  
KRISTIN WINDAU  
MICHELE WITHAM  
TEMPLE WRIGHT  
CHARLES WYNEGAR

### FEBRUARY

MATT BULLINGER  
JANE BUSHONG  
LISA CLARK  
KATHY DUDGEON  
NANCY HOGAN  
DANIEL IRWIN  
DAVID LININGER  
LORI PAGE  
FRED RECKER  
NATHAN REYNOLDS  
MARY JO RUPERT  
NICHOLAS SANCHEZ  
AUSTIN SCOTT  
MELINDA SEBENOLER  
KATHY SHEPHERD  
HEATHER SIEFKER  
DENISE SPICER  
DAVID STEINEMAN  
STEPHANIE TEMAN  
ELAINE WEHRI

### BOARD OF DIRECTOR'S MEETING

Thursday, December 12, 2019 at 10:00 AM

President Dawn Arheit called the meeting to order at 10:00 AM. President Elect Kate Shulaw, Vice President Bailey Joseph, Past President Jason Liening, Antwillia Davis, Dick Clark, Kelly Martino, Renee Smiley and Jaylene Smith were present. Jeff Dulmage was absent.

There was a quorum.

Agenda approved.

November minutes approved.

November financial statements accepted for filing.

Approved new member: Holly Anderson, Five County Appraisal, Defiance;

Approved new affiliate: Wells Fargo, Columbus;

Approved NOT disputing Toledo Regional Assn of Realtors jurisdiction acquisition of Williams, Fulton, Defiance, Henry, Paulding and Putnam counties.

Meeting adjourned

**Retiring Directors are excused and the new officers and Directors are seated.**

**Retiring Directors: Antwillia Davis, Jeff Dulmage, Jaylene Smith and Past President Jason Liening.**

**New Directors: Shaun Richardson, Tim Stanford, Elaine Wehri, Antwillia Davis as Vice President.**

**Dawn Arheit stays as Past President. Kate Shulaw is President, Bailey Joseph is President Elect and Dick Clark, Kelly Martino and Renee Smiley remain to serve the second year of their term.**

2020 President Kate Shulaw called the meeting to order at 10:30 AM. President Elect Bailey Joseph, Vice President Antwillia Davis, Past President Dawn Arheit, Dick Clark, Kelly Martino, Shaun Richardson, Renee Smiley, Tim Stanford and Elaine Wehri were present.

Approved retention of E.S. Evans and Company as accountant

Approved retention of John Leahy Jr as attorney

Approved retention of checking account at Citizens National Bank.

Approved start time of BOD meetings at 10:00 AM on the first Wednesday after the first Friday

Approved Building Trustees

Approved 2020 Committee's as presented

Confidentiality Agreement and Conflict of Interest Policy signed by 2020 Board of Directors

The next meeting is scheduled for Wednesday, January 8<sup>th</sup> at 10:00 A.M. Leadership training for Board of Directors and 2020 Committee Chairpersons January 8<sup>th</sup> 10:30 – 12:30.

Meeting adjourned



### RPAC IS YOUR RESOURCE!

As a REALTOR®, you value your profession and its future. RPAC is your best investment.

### INVEST IN RPAC TODAY!

The REALTORS® Political Action Committee (RPAC) is your best resource to influence the long term growth and stability of the real estate industry. We support and educate pro-REALTOR® candidates on legislative issues that impact your business most.

- Preserving the mortgage interest deduction.
  - Supporting mortgage debt cancellation tax relief.
  - Opposing new and expanded transfer taxes.
  - Guaranteeing the right for REALTORS® to provide Broker Price Opinions.
  - Preventing the taxation of commercial and residential real estate leases.
  - Halting attempts by municipalities to license REALTORS®.
  - Stopping government inspections of real estate at the point-of-sale.
- And much, much more!

### TO LEARN MORE!

<https://realtorparty.com>

### Ohio REALTORS Tech Helpline

**877.562.3160**



You now have access to **UNLIMITED tech support** courtesy of Ohio REALTORS. As an Ohio REALTOR member, there is **NO COST TO YOU** because it is already included in your membership dues! Think Tech Helpline as your technology advocates. They can help you with everything from setting up your smart phone to troubleshooting laptop, tablet or smart phone issues.

**CALL AS MANY TIMES AS YOU NEED.** You will also receive Tech Helpline's monthly eNewsletter, which provides relevant information about tech in real estate.

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### It's never too early to start working on your NAR Code of Ethics Training Requirement.

The National Association of REALTORS® has approved an extension to the current cycle 6 deadline from Dec 31, 2020 to Dec 31, 2021.

The ethics training requirement will now be due every three years going forward.

**The current cycle (Cycle 6) now runs January 1, 2019 to December 31, 2021.**



The West Central Association of Realtors has partnered with The CE Shop to offer an online ethics course at a discounted rate.

Click [HERE](#) to take advantage of this member perk.



NAR also provides online ethics training courses. Click [HERE](#) to view their course options.

## Real Estate Fees Paid in 2019

### **2019 Annual Dues Beginning January 1, 2019** *(Due November 1, 2018)*

OAR	\$150.00
OAR Assessment	\$ 25.00
NAR	\$150.00
NAR Assessment	\$ 35.00
Local	<u>\$190.00</u>

**Total 2019 Dues Paid- Full Year** **\$550.00**

*(Of these, \$112.00 is non-deductible)*

### **2019 MLS Participation** *(Including Tax)*

Quarter 1	\$67.05 <i>(Most paid in 2018)</i>
Quarter 2	\$68.84
Quarter 3	\$69.46
Quarter 4	\$67.64
Quarter 1 (2020)	\$83.80 <i>(Most paid in 2019)</i>

### **SUPRA Key** *(Optional Service - Including Tax)*

Lease Dates: May 20, 2019 – May 18, 2020

Dkey	\$ 116.61
EKey <i>(Phone App)</i>	\$ 129.72

### **2020 Annual Dues Beginning January 1, 2020** *(Most paid in 2019)*

OAR	\$175.00
OAR Assessment	\$ 25.00
NAR	\$150.00
NAR Assessment	\$ 35.00
Local Dues	<u>\$190.00</u>

**Total 2020 Dues Paid- Full Year** **\$575.00**

*(Of these, \$106.00 is non-deductible)*

# THANK YOU TO OUR GREAT AFFILIATES

## Aardvark Home Inspections

**Joe Mishak**  
7716 Lima Rd  
Ft. Wayne, IN 46818  
P:260-471-2800 F:260-471-2805  
[customercare@aardvarkfortwayne.com](mailto:customercare@aardvarkfortwayne.com)

## Aardvark Home Inspections

**John Renz**  
7716 Lima Rd  
Ft. Wayne, IN 46818  
P:260-471-2800 F:260-471-2805  
[customerservice@aardvarkfortwayne.com](mailto:customerservice@aardvarkfortwayne.com)

## Amerifirst Home Mortgage

**Tim Sprague**  
1075 Shawnee Rd.  
Lima, OH 45805  
P: 419-236-7800 F: 419-932-6675  
[tsprague@amerifirst.com](mailto:tsprague@amerifirst.com)

## Amerifirst Home Mortgage

**Rex Whetstone**  
1075 Shawnee Rd.  
Lima, OH 45805  
P: 419-234-7310 F: 419-932-6675  
[rwhetstone@amerifirst.com](mailto:rwhetstone@amerifirst.com)

## The Brickkicker Inspection Svcs

**Scott Campbell**  
PO Box 567  
Lima, OH 45802  
P: 419-222-3939  
[Thebrickkicker@woh.rr.com](mailto:Thebrickkicker@woh.rr.com)

## Carpenter Property Inspections

**Sean Carpenter**  
1556 W. High St.  
Lima, OH 45805  
P: 567-371-1567  
[carpenterpropertyinspections@gmail.com](mailto:carpenterpropertyinspections@gmail.com)

## Chase Bank

**Jennifer Lombardi NMLS#295570**  
500 S. Main Street  
Findlay, OH 45840  
P: 419 424-7517 F: 866 628-9709  
[Jennifer.x.lombardi@chase.com](mailto:Jennifer.x.lombardi@chase.com)

## Chase Bank

**Cynthia R. Sawmiller NMLS#824021**  
2665 Fort Amanda Rd  
Lima, OH 45804  
P: 419-733-2128 F: 855-244-0221  
[cynthia.r.sawmiller@chase.com](mailto:cynthia.r.sawmiller@chase.com)

## Citizens National Bank

**Mary Ann George**  
201 N. Main Street  
Lima, Ohio 45801  
P: 419 224-0400 F: 419 229-2095  
[maryann@cnbohio.com](mailto:maryann@cnbohio.com)

## Citizens National Bank

**Michael Dulle**  
305 Kiracofe St.  
Elida, OH 45807  
P: 419 339-0107ext.501 F: 419 339-0010  
[mdulle@cnbohio.com](mailto:mdulle@cnbohio.com)

## Cross Country Mortgage

**Coley Rau**  
1607 W. High St.  
Bryan, OH 43506  
P: 419-636-7273 F: 419-636-7964  
[Coley.rau@myccmortgage.com](mailto:Coley.rau@myccmortgage.com)

## Dot Loop

**Katie Evans**  
700 W Pete Rose Way Ste.446  
Cincinnati, OH 45203  
P:937-206-1617  
[kevans@dotloop.com](mailto:kevans@dotloop.com)

## Earth Safe Ozone

**Jerry Dicus**  
613 E. Main  
Cridersville, OH 45806  
P: 419-227-0303 F: 419-645-4668  
[Jerry@earthsafeozone.com](mailto:Jerry@earthsafeozone.com)

## Feister Residential Inspectors

**Michael Feister**  
21039 Geyer Rd.  
Wapakoneta, OH 45895  
P: 419-371-8468  
[frillc@yahoo.com](mailto:frillc@yahoo.com)

## Fifth Third Bank

**Lisa Harding NMLS#482696**  
225 N. West St.  
Lima, Ohio 45801  
P: 419-229-4450 F: 844-210-4366  
[Lisa.harding@53.com](mailto:Lisa.harding@53.com)

## First American Home Warranty

**Dawn Weinbrecht-McNulty**  
3460 E. Lincolnshire Blvd.  
Toledo, Ohio 43606  
P: 419 494-2054  
[dweinbrecht@firstam.com](mailto:dweinbrecht@firstam.com)

## First Federal Bank

**Gwen Sackinger**  
2526 Shawnee Road  
Lima, Ohio 45805  
P: 419 221-1312 F: 419 222-7434  
[gsackinger@first-fed.com](mailto:gsackinger@first-fed.com)

## First Federal Bank

**Elaine Evans**  
230 E. Second Street  
Delphos, Ohio 45833  
P: 419 695-1055 F: 419 695-5749  
[eevans@first-fed.com](mailto:eevans@first-fed.com)

## First Federal Community Bank

**Dee Courtney**  
251 Coleman's Crossing  
Marysville, OH 43040  
P: 567-674-5388 F: 440-580-4836  
[dcourtney@ffcb.com](mailto:dcourtney@ffcb.com)

## First Lima Title Agency

**Pam Jennings**  
1617 Allentown Ste 100  
Lima, Ohio 45805  
P: 419 228-2272 F:419 228-3779  
[pam@firstlimatitle.com](mailto:pam@firstlimatitle.com)

## First Lima Title Agency

**Staci L. Freeman**  
1617 Allentown Ste 100  
Lima, Ohio 45805  
P: 419 228-2272 F:419 228-3779  
[staci@firstlimatitle.com](mailto:staci@firstlimatitle.com)

## First Lima Title Agency

**Doug Daley**  
1728 Allentown Rd.  
Lima, Ohio 45805  
P: 419 228-2272 F:419 228-3779  
[doug@dadaleylaw.com](mailto:doug@dadaleylaw.com)

## First National Bank

**Victoria Burkholder**  
102 E. Main St.  
Pandora, OH 45877  
P: 419-384-9116 F: 419-384-7404  
[vburkholder@e-fnb.com](mailto:vburkholder@e-fnb.com)

## Gail Long Property Inspections

**Gail Long**  
4545 Shawnee Rd.  
Lima, OH 45806  
P: 419-957-7536  
[gaillongpropertyinspections@yahoo.com](mailto:gaillongpropertyinspections@yahoo.com)

## Home Warranty Inc.

**Scott Kellenberger**  
PO Box 1  
Rock Rapids, IA 51246  
P: 877-977-4949 F: 866-977-4949  
[scottkellenberger@homewarrantyinc.com](mailto:scottkellenberger@homewarrantyinc.com)

## Kilco Title Agency

**Ed Pedlow**  
119 N. West St, Ste 101  
Lima, Ohio 45801  
P: 419 228-8989 F: 419 228-9111  
[Kilcotitle@bright.net](mailto:Kilcotitle@bright.net)

## KSI Kitchen & Bath

**Julanne Williams**  
9325 Maltby Rd.  
Brighton, MI 48189  
P: 810-494-0509  
[jwilliams@teamksi.com](mailto:jwilliams@teamksi.com)

# THANK YOU TO OUR GREAT AFFILIATES

## KSI Kitchen & Bath

**Greg Maraugh**  
6710 West Central Ave #15  
Toledo, OH 43617  
P: 419-841-7338 x3101  
F: 419-841-7448  
[gmaraugh@teamksi.com](mailto:gmaraugh@teamksi.com)

## Lane's Moving & Storage

**Mark Bowsher**  
245 E. Murphy Street  
Lima, OH 45801  
P: 419-228-3624  
[Nikki@lanesmoving.com](mailto:Nikki@lanesmoving.com)

## Liberty National Bank

**Angela Hersh**  
118 S. Main Street, P. O. Box 135  
Ada, Ohio 45810  
P: 419 634-5015 F: 419 634-0335  
[ahersh@lnbbank.com](mailto:ahersh@lnbbank.com)

## Liberty National Bank

**Ryan Lane**  
100 E. Franklin Street, P. O. Box 234  
Kenton, Ohio 43326  
P: 419 673-1217  
[rlane@myliberty.bank](mailto:rlane@myliberty.bank)

## Liberty National Bank

**Anna Maria Brenneman**  
100 E. Franklin Street, P. O. Box 234  
Kenton, Ohio 43326  
P: 419-673-1217 F:419-673-8195  
[abrenneman@myliberty.bank](mailto:abrenneman@myliberty.bank)

## Loan Depot

**Shelley Sterling**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-722-1466 F: 855-268-5994  
[sssterling@loandepot.com](mailto:sssterling@loandepot.com)

## Loan Depot

**Greg Flores**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-722-1466 F: 855-268-5994  
[grflores@loandepot.com](mailto:grflores@loandepot.com)

## Loan Depot

**Scott Snapp**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-722-1466 F: 855-268-5994  
[scsnapp@loandepot.com](mailto:scsnapp@loandepot.com)

## Loan Depot

**Che Walters**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-308-2517 F: 855-268-5994  
[cwalters@loandepot.com](mailto:cwalters@loandepot.com)

## Loan Depot

**Mariah Wedge**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-6196-5201 F: 855-268-5994  
[mwedge@loandepot.com](mailto:mwedge@loandepot.com)

## Loan Depot

**Melissa Lytle**  
1100 Tiffin Avenue  
Findlay, OH 45840  
P: 419-236-4125 F: 855-268-5994  
[mlytle@loandepot.com](mailto:mlytle@loandepot.com)

## Neidert's Mowers

**Mark Kline**  
507 E. Kiracofe St.  
Elida, OH 45807  
P: 419-331-5296 F: 419-331-5296  
[mark@neidertsmowers.com](mailto:mark@neidertsmowers.com)

## Northwest Title Services

**Chris DuBois**  
101 N. Elizabeth Street  
Lima, Ohio 45801  
P:419 222-1122 F: 419 224-6181  
[cdubois@corylpa.com](mailto:cdubois@corylpa.com)

## Old Republic Home Protection

**Christine Dern**  
5165 Valley View Dr.  
Medina, OH 44256  
P: (330) 441-1737 F: (800) 866-2488  
[christineDe@orhp.com](mailto:christineDe@orhp.com)

## Sam's Club

**Gayle Brock**  
1150 Greeley Chapel Rd.  
Lima, OH 45804  
P: 419-222-4041 F: 419-222-4022  
[glbrock.s06375.us@samsclub.com](mailto:glbrock.s06375.us@samsclub.com)

## The State Bank

**Greg Roebuck**  
903 W. Market St  
Lima, OH 45805  
P: (419)228-4425 F: (419)228-4425  
[Greg.roebuck@yourstatebank.com](mailto:Greg.roebuck@yourstatebank.com)

## Stolly Insurance Group

**Jason Stolly**  
1730 Allentown Rd  
Lima, OH 45805  
P:(419)227-2570 F:(419)227-8743  
[Jason.stolly@stolly.com](mailto:Jason.stolly@stolly.com)

## Superior Credit Union

**Michelle Snyder**  
4230 Elida Rd.  
Lima, Ohio 45807  
P: 419 879-3491 F: 419 227-5258  
[msnyder@superiorfcu.com](mailto:msnyder@superiorfcu.com)

## Superior Credit Union

**Mark Stechschulte**  
4230 Elida Rd  
Lima, OH 45807  
P: 419 879-3493 F: 419 222-2945  
C: 419 303-2153  
[mstechschulte@superiorcu.com](mailto:mstechschulte@superiorcu.com)

## Superior Credit Union

**Katie Burgbacher**  
4230 Elida Rd  
Lima, OH 45807  
P: 419 879-4852 F: 419 222-2945  
C: 419 233-4198  
[kburgbacher@superiorcu.com](mailto:kburgbacher@superiorcu.com)

## Superior Credit Union

**Carol Buettner**  
2857 Blue Jacket Ct  
Lima, OH 45806  
P: 419 879-4843 F: 419 221-1724  
[cbuettner@superiorcu.com](mailto:cbuettner@superiorcu.com)

## Superior Credit Union

**Alisha Reaman**  
1303 E Fifth St  
Delphos, OH 45833  
P: 419 879-3518 F: 419 692-2936  
C: 419 516-2151  
[areaman@superiorcu.com](mailto:areaman@superiorcu.com)

## Superior Credit Union

**Kathy Mathews**  
202 Willipie St  
Wapakoneta, OH 45895  
P: 419 879-3519 F: 419 738-4514  
C: 419 233-3786  
[kmathews@superiorcu.com](mailto:kmathews@superiorcu.com)

## Superior Credit Union

**Phil Schumann**  
462 Fortman Dr  
St. Mary's, OH 45885  
P: 419 879-4839 F: 419 300-8981  
C: 419 733-1462  
[pschumann@superiorcu.com](mailto:pschumann@superiorcu.com)

## Superior Credit Union

**Joe Laudick**  
1381 N Perry St  
Ottawa, OH 45875  
P: 419 879-4840 F: 419 523-3135  
C: 419 615-0940  
[jlaudick@superiorcu.com](mailto:jlaudick@superiorcu.com)

## Superior Credit Union

**Matt Manns**  
1209 E Columbus St  
Kenton, OH 43326  
P: 419 879-4847 F: 419 673-0232  
[mmanns@superiorcu.com](mailto:mmanns@superiorcu.com)

# THANK YOU TO OUR GREAT AFFILIATES

## Superior Credit Union

### **Melanie Frederick**

203 N Sandusky St  
Tiffin, OH 44883  
P: 419 436-4826 F: 419 447-3378  
[mfrederick@superiorcu.com](mailto:mfrederick@superiorcu.com)

## Superior Credit Union

### **Samantha Warnecke**

1205 E. Kibby St  
Lima, OH 45801  
P: 419 879-3497 F: 419 225-6203  
[swarnecke@superiorcu.com](mailto:swarnecke@superiorcu.com)

## Superior Credit Union

### **Greg Nix**

950 W. Main St  
Coldwater, OH 45828  
P: 419 879-6316 F: 419 300-8981  
[gnix@superiorcu.com](mailto:gnix@superiorcu.com)

## Superior Credit Union

### **Amy Goedde**

1381 N. Perry St  
Ottawa, OH 45875  
P: 419 879-3531 F: 419 523-3135  
[agoedde@superiorcu.com](mailto:agoedde@superiorcu.com)

## Superior Title, LLC

### **Anita Lindeman**

540 Market Street  
Lima, OH 45802  
P: 419-221-5343  
[alindeman@superiortitlellc.com](mailto:alindeman@superiortitlellc.com)

## Sure-Look Home Inspection

### **Chad Lawson**

1678 Steinhilber Dr.  
Piqua, OH 45356  
P: 419-303-5140  
[chadlawson74@hotmail.com](mailto:chadlawson74@hotmail.com)

## TopMark Federal Credit Union

### **Michelle Boughan**

609 E. Main St  
Cridersville, Ohio 45806  
P: 419 645-3109 F: 419 645-3423  
[mboughan@topmarkfcu.com](mailto:mboughan@topmarkfcu.com)

## TopMark Federal Credit Union

### **Ana Petre**

609 E. Main St  
Cridersville, Ohio 45806  
P: 419 645-3108 F: 419 645-3423  
[apetre@topmarkfcu.com](mailto:apetre@topmarkfcu.com)

## The Union Bank Company

### **Paul Cira**

1410 Bellefontaine Ave  
Lima, OH 45804  
P:419-229-6900 F:419-229-6502  
[pcira@theubank.com](mailto:pcira@theubank.com)

## The Union Bank Company

### **Nanci Carroll**

1410 Bellefontaine Ave  
Lima, OH 45804  
P:419-879-6118 F:419-229-6502  
[ncarroll@theubank.com](mailto:ncarroll@theubank.com)

## The Union Bank Company

### **Amy Reese**

3211 Elida Rd  
Lima, OH 45805  
P:419-879-6110 F:419-229-6502  
[areese@theubank.com](mailto:areese@theubank.com)

## The Union Bank Company

### **Sarah Klausung**

701 Shawnee Rd  
Lima, OH 45805  
P:419-228-2114 x4245 F:419-229-6502  
[sklausung@theubank.com](mailto:sklausung@theubank.com)

## Union Home Mortgage

### **Rex Grasz**

250 Highland Parkway, Suite D  
Upper Sandusky, OH 43351  
P: 567-998-4276 x1833 F: 567-998-4105  
[rgrasz@unionhomemortgage.com](mailto:rgrasz@unionhomemortgage.com)

## US Bank

### **Amy Frilling**

1222 Wapakoneta Ave  
Sidney, OH 45365  
P: 937-498-7110 F: 937-492-1421  
[Amy.frilling@usbank.com](mailto:Amy.frilling@usbank.com)

## US Bank

### **Josh Gillespie**

901 Elida Ave  
Delphos, OH 45833  
P: 419-692-2136 F: 419-692-0135  
[Josh.gillespie@usbank.com](mailto:Josh.gillespie@usbank.com)

## Wells Fargo Home Mortgage

### **Christopher Beal**

445 Hutchinson Ave  
Columbus, OH 43235  
P: 614-431-7039  
[christopher,.beal@wellsfargo.com](mailto:christopher,.beal@wellsfargo.com)

## WOW Video

### **Todd Kivimaki**

2100 Diller Ave  
Elida, OH 45807  
P: 937-505-0444  
[schedule@wowvideotours.com](mailto:schedule@wowvideotours.com)

## Young's Home Inspection Svc.

### **Ryan Young**

2646 Kenny Lee Dr.  
Lima, OH 45807  
P: 419-234-2559  
[youngshomeis@gmail.com](mailto:youngshomeis@gmail.com)

**IF YOU WOULD LIKE TO BECOME AN AFFILIATE MEMBER WITH THE  
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# FEBRUARY 2020

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12 BOD Meeting 10:00 @ Board Office  2nd Q MLS Billed Today	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28 2020 Affiliate Dues Unpaid Affiliates removed @ 5:00	29