



The Voice of Real Estate in West Central Ohio

ISSUE 72

APRIL 2020

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President-Elect

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Vice President

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WHAT DOES MY BOARD DO FOR ME?

West Central Assn of REALTORS® strives to maintain the highest level of service and support to its members. [CLICK HERE](#) to learn more about what your board does for you!

WCAR Office Closure due to COVID-19

The Board Office will be closed effective Wednesday, March 18, 2020 at 5:00 PM until further notice.

We will be available to our members during regular business hours (Mon-Fri 9:00-5:00) through email and phone during this time.

We will continue to assist our members with all board related matters and services, with the only exception being the board store.

As the uncertainty surrounding the COVID-19 virus grows, we at WCAR have made the decision to work remotely from home.

Further details have been sent to all members via email and on the MLS.

To stay up to date on the status of the COVID-19 virus in Ohio, follow the link below: <https://coronavirus.ohio.gov/wps/portal/gov/covid-19/>

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AVAILABLE ON
[ANDROID](#)
AND
[IPHONE](#)

DOWNLOAD THE NAVICA MOBILE PLUS APP ON YOUR SMART PHONE TODAY!

NOTICE
THE BOARD OFFICE DOES NOT ACCEPT CASH

PAYMENT OPTIONS ACCEPTED:
CREDIT/DEBIT CARDS
CHECKS
MONEY ORDERS

COVID-19 COMMUNITY CALL CENTER

Daily, Sunday - Saturday
8 a.m. - 5 p.m.

If you are experiencing:

- Cough
- Fever
- Shortness of breath

CALL 419-226-9000

YOU WILL BE SCREENED OVER THE PHONE AND PROVIDED WITH NEXT STEPS.



COVID-19 COMMUNITY RESPONSE AND RELIEF FUND

A collaborative community response to deploy resources to local nonprofit organizations serving those most impacted by COVID-19. 100% of donations support the COVID-19 response and relief efforts in the Greater Lima Region.

3 WAYS TO GIVE



online
unitedwaylima.org



mail
Community Response and Relief Fund
United Way of Greater Lima
618 S. Collett St. Lima, OH 45805



text
ReliefLima to 41444

For more information, please visit unitedwaylima.org



Mercy Health Launches 24/7 COVID-19 Video Visits

blog.mercy.com

For more information on this free service, click [HERE](#).

Coronavirus and Unemployment Insurance Benefits

jfs.ohio.gov

For details regarding unemployment insurance benefits and a list of frequently asked questions, click [HERE](#).

WCAR's Online CE Resource



A REFRESHING APPROACH
TO YOUR EDUCATION

SAVE 25%
on the best real estate education

promo code **APR25**

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

**All classes, events and
meetings have been
cancelled due to the
COVID-19 virus.
We will notify everyone
when they will be
rescheduled.**

UPCOMING MEETINGS
Board of Director Meeting
April 8, 2020

BOARD HOLIDAY HOURS:
OFFICE HOURS WILL END
AT 12:00 PM
APRIL 10, 2020
HAVE A SAFE AND
HAPPY EASTER!

SAFETY PROGRAMS AVAILABLE

Self defense classes at the YMCA:
<http://limaymca.net/schedules/>

CCW classes provided by Insight
Firearms Training:
www.ohioccwclasses.com

**REALTOR SAFETY TIP**

Have a crisis management plan for your office. Include events such as power outages, natural disasters, workplace violence, acts of terrorism and the outbreak of contagious diseases.

www.NAR.realtor/Safety

welcome

NEW WCAR MEMBERS

Cassandra Bell– Straley Realty
Anne Brecht– Straley Realty
Brant Bullock– Straley Realty
Madison DeLong– Straley Realty
Phil Fleming– Straley Realty
Tina Rayl– Ron Spencer Real Estate
Andy Schimmoeller– Schrader Realty
John Stoner– Superior Plus Realtors
Stephanie Will– Schrader Realty

NEW MLS MEMBERS

Margo Behnfeldt– ADOT Appraisal

NEW FIRMS

ADOT Appraisal– Napoleon, OH

TRANSFERS

Donald Cochran– Dye Real Estate
Rhonda Hawk– Dye Real Estate
Jim Rhodes– Dye Real Estate


LEGAL CORNER

With the uncertainty of the Coronavirus and its impact on the Real Estate industry weighing heavy on every Realtor's mind, the Ohio REALTOR's Legal Hotline has been busy answering questions regarding this issue.

For the latest answers to these questions, [CLICK HERE.](#)

Please note: You must use your ohiorealtors.org login to access this article.

ARE FLOOD ZONES IMPACTING YOUR TRANSACTIONS?

We realize new challenges are overwhelming those who were already trying to navigate flood-related challenges and questions. If you need expertise in this area, MyFloodStatus can help!



MyFloodStatus is fully operational. Their flood determination and other reporting continue unphased, and their flood experts are easily accessible to address any questions about a specific MyFloodStatus flood determination report ordered.

Not familiar with MyFloodStatus? Simply click [HERE](#) to listen to a recorded webinar, when convenient for you, about their low-cost, pinpoint accurate, insured flood determination reports and the discount pricing you receive with your MLS membership!

Learn how using their accurate Flood Zone Determination can help you better serve your clients and protect yourself from liability.

Happy Retirement!

With almost 50 years in real estate,
Barbara Wilcox of Cowan Realtors
has made the decision to retire.

We wish her all the best in this new chapter of her life.
Happy retirement Barb, enjoy every minute of it!

Roxann & Evelyn

BIRTHDAYS

APRIL

KATHRYN BASINGER
LARRY BILLUPS
CHELSEA BOWERS
KYLE BUSHONG
DALE BUTLER
PATRICIA CASSELL
ZAC COLLINS
AARON CUNNINGHAM
JAMES DABELT
MEGAN DALTON
MADISON DELONG
DEVIN DYE
CHERYL FAULDER
TOM FETTER
VERONICA FOX
HEATHER GAUS
BELINDA GLENN
LUKE HEFNER
RICHARD HEYNE
MICHAEL HUNSICKER
STEPHANIE JORDAN
TASHA KLINGER
ANGELA LOCKWOOD
BRIAN LONG
LYNETTE LONGFELLOW
KEVIN MATTHEWS
MEGHANN MYERS
MAKAYLA NOBLE
MELISSA PFENNING
SUZANNE PLUMB
KENT RAGER
TIMOTHY RICHARDS
JENNIFER ROBERTS
REBECCA RUNSER
RYAN STALEY
TUG TAVIANO
KYLE WEISENBURGER



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>

BOARD OF DIRECTOR'S MEETING

Wednesday, February 12, 2020 at 10:00 AM

President Kate Shulaw called the meeting to order at 10:00 AM., Vice President Antwillia Davis, Past President Dawn Arbeit, Dick Clark, Kelly Martino, Shaun Richardson, Renee Smiley, Tim Stanford and Elaine Wehri were all present. President Elect Bailey Joseph was absent. There was a quorum.

Accountant Steve Hooker and Ann Stewart reviewed year end financials.

Agenda approved with addition of new members: Kyle Weisenburger, Kimmert Realty; Makayla Noble, Smith's Realty; January minutes approved.

January financial statements accepted for filing.

Approved new members: Caleb Dunlap, Nathan Lee, Brent Nickel, Kristin Nickel, Real Living CCR, REALTORS; David Best, Jack Bruce, EXP Realty; Heather Gaus, Ron Spencer Real Estate; Connie Johnson, Philip M. Kreisler, Richard Miller, Nyletta Nofer, Lynda Purmort, Straley Realty, Ohio City; Barbara Brown, Bernice Meadows, Heather Miller, Robert Miller, Rudy Straley, Straley Realty, Paulding; Joe Bagley, Robbin Benner, Jane Germann, Kevin R. Matthews, William Priest, Chester Straley, Warren Straley, William Straley, Straley Realty, Van Wert; Kelli McKinney, Superior Plus REALTORS; Kyle Weisenburger, Kimmert Realty; Makayla Noble, Smith's Realty;

Approved affiliates: Leah Dumas, Performance Mortgage, Greenville;

Approved RPAC committee members: Bailey Joseph, Kelly Martino, Kayla West

Approved MLS committee member: Dawn Iames

Approved 2Q MLS fees

Approved Clear Cooperation fines with an effective date of March 1, 2020

Approved public display forms and prospect listing information remaining without listing office and listing agent information

Meeting adjourned

Ohio Home Sales Activity Posts Gains in February

Ohiorealtors.org

(Mar 20, 2020) The number of homes sold across Ohio in February rose from the pace set during the month a year ago, posting an 8.8 percent increase, according to Ohio REALTORS.

"The Ohio housing marketplace is remaining resilient, as sales activity levels in February posted healthy gains," said Ohio REALTORS President Chris Reese.

"Not only are sales levels exhibiting strength, we are also experiencing a steady rise in the average sales price – good news for current and would-be buyers as housing is a solid, long-term investment."

"Looking forward, we anticipate ebbs and flows in activity levels throughout the marketplace as a result of the challenges of tight inventory levels of homes being marketed for sale, combined with the emergence and spread of the COVID-19 crisis."

February's average home price of \$187,576 reflects an 8 percent increase from the \$173,696 mark posted during the month last year.

Sales in February reached 9,382, an 8.8 percent increase from the 8,624 sales recorded during the month a year ago.

Through the first two months of the year, sales activity has risen 10.6 percent from the level posted in 2019. Sales from January through February reached 18,211, a 10.6 percent increase from the 2019 mark of 16,465 sales.

Around the state, 18 of the 19 markets tracked reported upswings in average sales price in February, while 12 posted gains in sales activity.

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 33,000 members, is the largest professional trade association in Ohio.

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

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Read more at: <https://www.ohiorealtors.org/blog/1262/ohio-home-sales-activity-posts-gains-in-february/>



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.

THANK YOU TO OUR GREAT AFFILIATES

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IF YOU WOULD LIKE TO BECOME AN AFFILIATE MEMBER WITH THE WEST CENTRAL ASSOCIATION OF REALTORS, CLICK [HERE](#) FOR AN AFFILIATE APPLICATION.

IF YOU ARE INTERESTED IN MORE INFORMATION REGARDING GOLD OR SILVER LEVEL SPONSORSHIP, PLEASE CONTACT US AT SECY@WCARE.NET.



APRIL 2020

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8 Board of Dir Mtg. 10:00 AM Supra 2020-21 Billed Today	9	10 <i>Good Friday</i> Board Holiday Hours Office Hours ending at 12:00 noon for Good Friday	11
12 <i>Easter</i> 	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30 2nd Q MLS Unpaid Agents Inactive @ 5:00		