



The Voice of Real Estate in West Central Ohio

ISSUE 73

MAY 2020

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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.

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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Putting Members First With the Right Tools, Right Now

NAR.Realtor

In light of the challenges presented by **COVID-19**, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times.

The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS® and REALTOR® Associations.

The program includes products, resources and services from all areas of the Association, including:

Webinars to help you manage your finances;

Education courses to expand your skills;

Timely **market reports** to inform your business and clients.

Digital tools for transactions and marketing

Resources for **REALTOR® Associations**

For more information follow the link below:

<https://www.nar.realtor/right-tools-right-now>



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

WCAR's Online CE Resource

The CE Shop

Save **25%** onall CE courses through
the month of Maypromo code
MAY25

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

May 6, 2020
@10:00 AM

HOLIDAY HOURS

THE BOARD OFFICE WILL BE
CLOSED ON:
MONDAY, MAY 25, 2020
HAVE A SAFE AND HAPPY
MEMORIAL DAY!

SAFETY PROGRAMS AVAILABLE

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

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

NATIONAL ASSOCIATION of REALTORS



REALTOR SAFETY TIP

Be safe when shopping online.
Make sure the website uses secure
technology by verifying the URL on
the checkout screen begins with
https. If it doesn't, do not type in
your credit card information

www.NAR.realtor/Safety

NEW WCAR MEMBERS

Craig King– Straley Realty
Aaron Peters– Real Living CCR Realtors

NEW FIRMS

Austin Scott Realty– Wapakoneta, OH
iLink Real Estate– Holland, OH

NEW MLS MEMBERS

Jason Baker– iLink Real Estate
Kim Wolfe– iLink Real Estate

TRANSFERS

Austin Scott– Austin Scott Realty
Imed Jmiai– Alexander Realty



LEGAL CORNER

COVID-19 Isn't a Reason to Allow Buyers/Tenants Into a Property Alone

To read this article by Peg Ritenour, *Ohio REALTORS VP of Legal Services*, [CLICK HERE](#).

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

Ohio Housing Market Posts Gains in Sales & Average Price in March, 1st Quarter www.ohiorealtors.org

(Apr 21, 2020) The number of homes sold across Ohio in March rose from the pace set during the month a year ago, posting a 6.5 percent increase, according to Ohio REALTORS.

“The foundation of the 2020 housing marketplace exhibited tremendous stability to begin the year, as we posted solid gains in sales activity and average prices,” said Ohio REALTORS President Chris Reese. “It’s evident that, through the first quarter of the year, consumer confidence in achieving the American Dream is robust throughout Ohio.

“While the onset of the COVID-19 pandemic during the start of the traditional spring home buying season has created some uncertainty for the sector moving forward, the real estate profession remains hopeful that favorable interest rates, combined with pent-up buyer demand, will help stabilize the Ohio marketplace in the near-term,” Reese added.

March’s average home price of \$199,445 reflects a 10.5 percent increase from the \$180,452 mark posted during the month last year.

Sales in March reached 12,007, a 6.5 percent increase from the 11,269 sales recorded during the month a year ago.

Around the state, 17 of the 19 markets tracked reported upswings in average sales price, while 13 posted gains in sales activity.

The first quarter 2020 sales of 30,210 increased 8.6 percent from the first quarter 2019 mark of 27,830. Total dollar volume during the first quarter 2020 reached \$5.8 billion, an 18.1 percent increase from first quarter 2019 sales volume of \$4.9 billion.

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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BIRTHDAYS

MAY

KAYE ACHESON-CONLEY
 HOLLY ANDERSON
 ROBERT ARNOLD
 TONY AZZARELLO
 JESSICA BEAR
 MARLA BOLEN
 GREG BUTCHER
 CLYDE CORLE
 PATRICIA DAVIDSON
 GEORGE DELPH
 STEVE DOYLE
 RENEE DUNAHUE
 COLLIN ETZKORN
 DOUG FINNEY
 NANCY FRANKART
 JOSEPH GUAGENTI
 RHONDA HAWK
 TARA HOWELL
 TERESA IRWIN
 MARIA JACOMET
 PATRICIA KEIPPER
 TOD KITCHEN
 RODNEY KLINGER
 PHILIP KREISCHER
 STEVEN LANDWEHR
 TERESA LOWRY
 KELLY MARTINO
 ERIN MOELLER
 DONNIE NICHOLS
 KRISTIN NICKEL
 WILLIAM PRIEST
 BECKY REED
 JEFFERY SCHOTT
 HUNTER SIDENER
 RENEE SMILEY
 CLINT SPENCER
 BONNIE STRATTON
 LEANN WANNEMACHER
 CRYSTAL WHITAKER
 PEGGY WREN
 ANTHONY WRIGHT



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, March 11, 2020 at 10:00 AM

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

There was a quorum.

Ralph Mantica, Ohio Realtor 2021 Treasurer candidate spoke to our Board of Directors regarding his goals and ideas for Ohio Realtors.

Agenda approved as amended: Add MLS committee member: Kate Shulaw; remove Executive committee recommendation for an association management system, further research to be conducted.

February minutes approved.

February financial statements accepted for filing.

Approved new members: Tina Rayl, Ron Spencer Real Estate; Andy Schimmoeller and Stephanie Will, Schrader Realty; Cassandra Renee Bell, Anne M. Brecht, Brant Michael Bullock, Madison L. DeLong, Straley Realty & Auctioneers, Inc; John Stoner, Superior Plus REALTORS;

Approved Membership/Education committee member: Dick Clark

Approved MLS committee member: Kate Shulaw

Meeting adjourned

Navica MLS Update

Offices are now able to add comps in to the MLS using Non-Member Office/Non-Member Agent as the listing office/agent. When you enter a comp in to the MLS you will now see the option below:

- Add as Non MLS Listing Office/Listing Agent**
 (List Office/List Agent is a Non Member)

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.



Our Deepest Sympathy
To the family and friends of
Sara Whittaker.



who sadly passed away on April 17, 2020.
Condolences can be expressed to tbayliff@woh.rr.com
Our thoughts and prayers are with you.

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.



MAY 2020

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6 Board of Dir Mtg @ 10 AM	7	8 2020-21 Supra Key Annual Lease Fee Due Today @ 5:00	9
10	11 2nd Q MLS Unpaid Offices Inactive @ 5:00	12	13	14	15	16
17	18 2020-21 Supra Key Last Day to Pay Before Shutoff @ 5:00	19	20	21	22	23
24	25 CLOSED Memorial Day	26	27	28	29	30
31						