



The Voice of Real Estate in West Central Ohio

ISSUE 82

FEBRUARY 2021

OFFICERS

Bailey Joseph
President

Antwillia Davis
President-Elect

Jaylene Smith
Vice President

Kate Shulaw
Past President

BOARD OF DIRECTORS

Kyle Bushong
Jason Liening
Kelly Martino
Shaun Richardson
Tim Stanford
Elaine Wehri

CEO

Cara Budde

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Phone: 419.227.5432
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 its members. [CLICK HERE](#) to learn more about what your board does for you!

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/>

Ohio Housing Market Posts Healthy Gains in Sales Activity, Average Price in 2020

The Ohio housing marketplace was remarkably resilient in 2020 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 161,960 in 2020, a 4.3 percent increase from the 2019 year-end level of 155,274. The average sales price across Ohio in 2020 reached \$212,517, a 9.9 percent increase from the \$193,339 mark posted during 2019. Finally, total dollar volume in 2020 reached \$34.4 billion, a 14.7 percent increase from the 2019 level of \$30 billion.

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BOARD OFFICE

HOURS

9 a.m. to 5 p.m.

Monday through Friday



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



Resolve Your Tech Issues for FREE Using the Ohio REALTORS Tech Helpline!

Click the graphic at the left to Go to OR's Tech Support Helpline page.
Have Your Member ID Ready!

**BIRTHDAYS!****Barb Brown****Jane Bushong****Lisa Clark****Trestin Copenhagen****Kathy Dudgeon****Brooke Hanneman****Nancy Hogan****Dan Irwin****Dave Lininger****Lori Page****Fred Recker****Nate Reynolds****Nicholas Sanchez****Luke Schimpf****Austin Scott****Melinda Sebenoler****Kathy Shepherd****Heather Siefker****Denise Spicer****David Steineman****Chet Straley****Stephanie Teman****Elaine Wehri****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, December 9th, 2020 at 10:00 am in person and via Zoom

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

There was a quorum
 Agenda approved
 November minutes approved
 November financials statements approved for filing.
 Approved year-end bonus for Gina Garrett
 Approved supra access for WOW video tours.

Meeting Adjourned
 Kate Shulaw 2020 President

Retiring Directors are excused, and the new officers and Directors are seated: Retiring Directors: Dick Clark, Kelly Martino and Renee Smiley. Past President Dawn Arheit. New Directors: Jason Liening, Kelly Martino, Kyle Bushong President Kate Shulaw stays on as Past President.

Wednesday, December 9th, 2020 at 10:30 am in person and via Zoom

President Bailey Joseph calls the meeting to order at 10:30 a.m. President elect Antwillia Davis, Vice President Jaylene Smith, Past President Kate Shulaw, Kelly Martino, Shaun Richardson, Tim Stanford, Elaine Wehri, Kyle Bushong, Jason Leining were present.

There was a quorum.
 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 2021 Committees as presented
 Confidentiality Agreement and Conflict of Interest Policy signed by 2021 Board of Directors
 The search committee updated the Board on the process of hiring a new CEO.

Meeting adjourned
 Bailey Joseph, 2021 President

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 Mike Bruin,
 who sadly passed away on December 29, 2020.
 Condolences can be expressed at <http://www.chiles-lamanfh.com/>**

**To the family and friends of Harold Deeds,
 who sadly passed away on January 2, 2021
 Condolences can be expressed at
<http://www.chamberlainhuckeriede.com/>**

**To Connie Thompson and family,
 whose mother Susan Hurlburt sadly passed away on January 13, 2021.
 Condolences can be expressed at <http://www.chiles-lamanfh.com/>**

Our thoughts and prayers are with you.

WCAR's Online CE Resource



The CE Shop

25% off

your real estate education today

promo code
FEB25

To enroll in an online CE course, go to:
www.wcare.theceshop.com
Select a class and use the discount code above.

UPCOMING MEETINGS
Board of Directors Meeting
FEBRUARY 10 @ 10:00 AM



For daily updates and Realtor® information, be sure to Like and Share the **WCAR Facebook Page**

SAFETY PROGRAMS AVAILABLE

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

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



Take additional safety precautions by sanitizing your workspace, cell phones and computers. Eliminating risks in your personal space can have a positive effect on your surroundings.

» welcome »

NEW MEMBERS

Roger Daires—EXP Realty
Austin Honigford—CCR, Realtors
Kylie Lotz—CCR, Realtors
Kasey Otto—CCR, Realtors
Jeremy Pratt—Smith's Realty Professionals
Jessica Richardson—EXP Realty
Emily Smith—Sunway Realty
Bill Suever—CCR, Realtors

NEW MLS MEMBERS

Victor Benjamin—Elite Premier Properties
Nicole DeFreitas—Realty Executives Select Group
Dawn Heidlebaugh—ERA Geyer Noakes Realty Group
Dan Schiefley—Realty Executives Select Group

NEW AFFILIATES

Kory Gordon—Gordon's Mobile Notary

NEW FIRMS

Realty Executives Select Group—Sandusky

**LEGAL CORNER****White Paper: Disclosures, The Real Estate Broker's Duty of Disclosure and the Associated Liability for Non-Disclosure**

Two words aptly describe modern American society: consumer-oriented and litigious. Neither has a pleasant ring to the ears of real estate brokers; seventy-six percent of all cases against brokers are brought by disgruntled purchasers. In this era of consumer protectionism, brokers must be especially mindful of the duties owed not only to their clients, but also to the purchasing public.

This content is copyright 2021 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/white-paper-disclosure-issues/>

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

**Get REALTORS® Endorsed**

The C2EX program offers 11 self-assessments to measure your proficiency in professionalism, covering areas from customer service to use of technology.

[Click Here](#) for information about NAR's C2EX.

DETERRA DRUG DEACTIVATION SYSTEM

DETERRA drug deactivation pouches offer a safe and effective way to dispose of unneeded medications. DETERRA 45-pill pouches are available free at the Board office.

[Click Here](#) to find more information about the DETERRA system.

**May 4 Primary/Special Election**

- April 5, Voter Registration Deadline
- April 6, Absentee Voting Begins
- May 3, postmark deadline for mailed ballots
- May 4, Election Day, 6:30 AM to 7:30 PM, absentee ballots in drop box by 7:30 PM



For a complete list of locations, visit VoteOhio.gov.

West Central Association of REALTORS® Recognition for 2020 RPAC Contributions

NAR Crystal "R"

Contributions of at least \$2,500 in one year
Elaine Wehri

NAR Sterling "R"

Contributions of at least \$1,000 in one year
Dawn Arheit Dalton Brenner Antwillia Davis
Jeffery Dulmage Bailey Joseph
Ashley Meas Steve Shulaw

Diamond Club

Contributions of at least \$500 in one year
Devin Dye

Ohio Club

Contributions of at least \$200 in one year
Dick Clark Teresa Irwin
Cindy Liening Becky Reed Krista Schrader

Capitol Club

Contributions of at least \$100 in one year
Dawne Anderson Caleb Dunlap Ralph Haggard
Jamie Hollar Kelly Martino Rebecca Neville
Renee Smiley Tim Stanford Connie Thompson

Real Estate Fees Paid in 2020

2020 Annual Dues Beginning January 1, 2020 (Due November 1, 2019)

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

Total 2020 Dues Paid- Full Year **\$575.00**
(Of these, \$106.00 is non-deductible)

2020 MLS Participation (Including Tax)

Quarter 1	\$83.80
Quarter 2	\$87.70
Quarter 3	\$85.51
Quarter 4	\$85.90
Quarter 1 (2021)	\$83.80 (Most paid in 2020)

SUPRA Key (Optional Service - Including Tax)

Lease Dates: May 19, 2020 - May 18, 2021

Dkey and EKey (Phone App) \$133.09

2021 Annual Dues Beginning January 1, 2021 (Most paid in 2020)

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

Total 2021 Dues Paid- Full Year **\$575.00**
(Of these, \$101.25 is non-deductible)

THANK YOU TO OUR GREAT AFFILIATES

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First Lima Title Agency

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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.



FEBRUARY 2021

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 2021 Affiliates Dues Due Today	2	3	4	5	6
7	8	9	10 BOD Meeting at 10 a.m. 2nd Quarter MLS Fees Billed Today	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						