



The Voice of Real Estate in West Central Ohio

ISSUE 83

MARCH 2021

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President-Elect

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Vice President

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Past 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!

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/>

Despite Tight Inventory Levels Across Ohio, Home Sales Activity Rises in January

Activity across the Ohio housing marketplace rose in January, as sales increased 8.8 percent from the level reached during the same month a year ago, according to Ohio REALTORS.

Homes sales increased from 8,623 in January 2020 to 9,383 in January 2021. The average sales price across Ohio in January reached \$211,050, a robust 14.8 percent increase from the \$183,782 mark posted during the month in 2020.



“The start of a new year shows a housing marketplace that has no indication of slowing, with positive gains in pricing and a strong pace of sales across the state in January,” said Ohio REALTORS President Seth Task. “Despite a significantly tight inventory of homes for sale throughout the state, Ohioans are eager to take advantage of the historic low interest rates and achieve their housing dream.”

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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

"Negotiation Cues, Myths & Mistakes"

3 Hours of CE Credit

March 10, 2021

You will leave with a “win-win” mindset to facilitate successful outcomes!



<https://www.ohiorealtors.org/events/457/virtual-classroom-negotiation-cues->



MARCH

BIRTHDAYS!

Ashley Bolen
 Tammy Breneman-Cummins
 Julie Brodbeck
 Janet Conrad
 Jeff Dulmage
 Kim Eilerman
 William Fisher
 B. Perry Freshour
 Kristina Gamble
 Ralph Haggard
 Imed Jmiai
 Sandy Kivimaki
 Tera Knebel
 Tony Langhals
 Jan Layman
 Ashleigh Mangini
 Heather Miller
 John Miller
 Richard Miller
 Lori Morrison
 Nyletta Nofer
 Brian Overholt
 Scott Parsons
 Shannon Rempe
 Beverly Rex-Cook
 Alexa Schrader
 Kate Shulaw
 Steve Shulaw
 Tami Stanford
 Jody Stevely
 Bill Suever
 Scott Weaver
 Steve Weiser
 Stephanie Will
 Shawnda Winegardner
 Casey Zehner

BOARD OF DIRECTOR'S MEETING
 Wednesday, January 6, 2021 at 10:00 AM
 Held in Person at Board Office and via Zoom Virtual Call

President Bailey Joseph called the meeting to order at 10:00 AM, President Elect Antwillia Davis, Vice President Jaylene Smith, Past President Kate Shulaw, Kyle Bushong, Jason Liening, Kelly Martino, Shaun Richardson, Tim Stanford, and Elaine Wehri were present.

There was a quorum.

Agenda approved with the addition of new members: Eric Schomber and Tera Knebel.

December minutes were approved.

December financial statements were accepted for filing.

Entered into Executive session for the purpose of discussing employment.

Came out of Executive session, approved employment.

Strategic Plan 2020-2022 approved.

Association to obtain a debit card approved.

More information is needed on Zillow contract renewal. This will be handled before next meeting due to contract date.

Discussed getting a new lawyer, need to follow up on two particular interested parties.

The next meeting is scheduled for February 10, 2021 at 10 AM.

Bailey Joseph, President



Facebook Contest! Win a \$50 Gift Card!
 Our quarterly membership meeting will be posted as a video on Facebook on March 11.
 Watch, Like, and Win!

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 register and apply the discount code at the right to take advantage of this member perk.



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.



DONATION

DRIVE

**Benefiting:
Samaritan
House**

DROP OFF YOUR DONATIONS AT:

WCAR Office 400 S Cable Rd. Lima
 Monday thru Friday in March • 9 AM to 5 PM

*Last day for drop off is Wednesday March 31, 2021
 Presented by WCAR Community Service Committee*





REMINDER! The board office is monitoring our MLS to ensure accurate data and agent fairness. Warnings and Fines are being sent out!

This includes late fees for returning a lockbox. Need it on another listing? Just transfer it!

UPCOMING MEETINGS

Board of Directors Meeting

MARCH 10 @10:00 AM

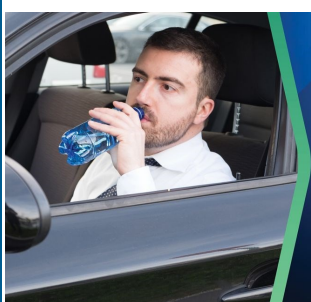


For daily updates and Realtor® information, be sure to Like and Share the [WCAR Facebook Page](#)

SAFETY PROGRAMS AVAILABLE

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

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



Real estate agents spend a lot of time in their cars. Be sure to pack an emergency kit with water, non-perishable food, blankets, and a flash light. You never know when you may need it. For more safety tips from NAR, visit NAR.realtor/safety

welcome

NEW MEMBERS

Sue Granger—Binkley Real Estate
Alysa Wireman—Binkley Real Estate
David Byrne—Straley Realty

NEW FIRMS

Red Oak Realty—Van Wert

NEW MLS MEMBERS

Melissa Leslie—Key Realty
Bob Weber—Keller Williams Consultants

TRANSFERS

Amber Davis—Red Oak Realty
Josh Ebbing—Red Oak Realty
Robin Flanagan—Cowan, Realtors
Heather Gaus—Cowan, Realtors
Ryan Stackhouse—Superior Plus Realtors



LEGAL CORNER

Ohio's First-Time Home Buyers Savings Act Garners Support of Two Key Groups

Support for passage of Ohio First-Time Home Buyer Savings Act grew, as two key groups backed the measure during the Ohio Senate Ways & Means Committee's second hearing yesterday.

The Ohio Chamber of Commerce and Ohio Realist Association provided testimony supporting the measure authorizing income tax deductions for contributions to and earnings on savings accounts designated for the purchase of a home in Ohio during the hearing.

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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.

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.



Our Deepest Sympathy



To Rhonda Hawk and family,
whose mother Vera Boraten sadly passed away on February 4, 2021. Condolences can be expressed at www.chamberlainhuckeriede.com

Our thoughts and prayers are with you.

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 <i>(Most paid in 2020)</i>

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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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.



MARCH 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 Last Day for 2021 Affiliates Dues BY 5 PM	2	3	4	5	6
7	8	9	10 BOD Meeting at 10 AM 2nd Quarter MLS Fees Due Today	11	12	13
14	15	16	17 St. Patrick's Day	18	19	20
21	22 2nd Q MLS Fees Unpaid Late Fee @ 5 PM	23	24	25	26	27
28	29	30	31			