



STAR Monthly News

STARK TRUMBULL
AREA REALTORS®

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President's Message

2023 | July

Hello STAR Members!

I trust you all had a splendid Independence Day celebration! With July commencing, we officially step into the second half of the year. This presents an excellent opportunity to reflect on our progress thus far and evaluate if we have accomplished our set objectives. Undoubtedly, navigating this challenging market requires us to continuously "sharpen our saw." Thankfully, STAR offers an array of Continuing Education (CE) and other educational resources to equip you for triumph in the second half of 2023. To stay updated on our classes and events, kindly peruse the calendar in this newsletter or visit our website www.STAR.Realtor.

If you or a colleague obtained your license between 2020 and now, chances are you missed STAR orientation due to the impact of COVID. However, I'm thrilled to announce that our in-person orientation has made a comeback this year. The next session is scheduled for July 27th at the North Canton STAR Office. Even if you have been in the business for a year or two, I strongly urge you to attend this invaluable event. Our STAR Association Staff and Leadership will provide you with essential information and industry insights.

Remember, the STAR Staff and Leadership are always here to assist you. Do not hesitate to reach out if you need any support.

Wishing you a delightful summer,

Kyle

Kyle Oberlin
2023 STAR President

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www.STAR.Realtor

Classes & Events

If you do not see a REGISTER NOW link next to an event, keep an eye on your inbox or our website for links soon!

JULY

JULY 3-4 STAR Offices Closed

JULY 8 Sophie Bowl | Join Community Outreach and stop by the STAR Booth at the Blood Drive.

JULY 15 YPN Backpack Drive Starts! | Contact [Elana](#) for more information

JULY 19 [REGISTER NOW](#)
2 Hour Elective CE w/ Instructor Courtney DeMarco | "Be the CMO of your Real Estate Business!"

JULY 27 [REGISTER NOW](#)
New Member Orientation | 1:30 pm - 3:30 pm at the North Canton STAR Office

AUGUST

AUG 24 [REGISTER NOW](#)
3 Hr Core Law ZOOM w/ Instructor Katie McCarthy | "To Boldly Go Where No Ethics CE Class Has Gone Before"

SEPTEMBER

SEPT 1 Community Outreach Habitat Build | Contact [Trisha](#) for more information

SEPT 4 STAR Office Closed

SEPT 15 [REGISTER NOW](#)
Chili Cookoff | 11:30 - 1:00 at the Barrel Room
7901 Cleveland Ave NW, North Canton 44720

SEPT 18 Golf Outing | Information to come - watch your Inbox!

SEPT 19 [REGISTER NOW](#)
SHAKER at Cork & Cap in Warren | 5:30 pm - 7:00pm
3225 Elm Rd NE, Warren 44483

SEPT 21 [REGISTER NOW](#)
New Member Orientation | 1:30 pm - 3:30 pm
at the North Canton STAR Office

SEPT 26 [REGISTER NOW](#)
SHAKER at Mbar in N Canton | 5:30 pm - 7:00 pm
5260 Dressler Rd NW, Canton 44718

SEPT 28 Safety Class | Information to come - watch your Inbox!

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Orientation, and take the
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We'll Introduce:

STAR Board of Directors
STAR Staff
STAR Affiliates

You'll Learn About:

Norma L Good Scholarship
Code of Ethics Training Schedule
Realtor Safety & FOREWARN
MLS Now
Ohio REALTORS & NAR
Supra
Dues Schedule - State, Local & National
GrowthZone & the Member InfoHUB
MemberPlus App
Your Real Estate License (Division of Real Estate)
Your NRDS ID
Why to invest in RPAC
The Value of serving on a STAR Committee

2023 Orientation Dates

Thursday, April 27
Thursday, July 27
Thursday, September 21
Thursday, November 30

1:30 pm - 3:30 pm

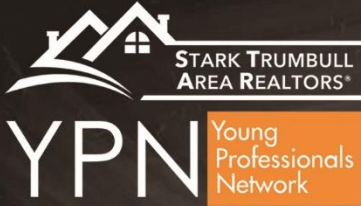
Stark County STAR Office
7110 Whipple Avenue NW, Suite B
North Canton, OH 44720



**Drinks, Light Refreshments,
& Swag Bags provided by
your STAR Affiliate Committee**

Questions? Contact Elana Parsons, membership@STAR.Realtor
or call (330) 494-5630. **SIGN UP ON OUR WEBSITE TODAY!!!**

www.STAR.Realtor



Backpack & School Supply Drive

STAR YPN needs your help!

We're asking our STAR Members to help support kids, K - 12 in Stark & Trumbull Counties who are in need of School Supplies for the 2023 - 2024 school year!

What We NEED:

- Backpacks
- Large Hard Plastic Supply Boxes
- #2 Wooden Pencils
- #2 Mechanical Pencils
- Pencil/Supply Pouches
- Pink/White Erasers (small & large)
- Hand Held Pencil Sharpeners
- Colored Pencils
- Blue, Black & Red Pens
- Washable Markers
- Markers (large & thin)
- Highlighters
- Crayola Crayons (24 Count)
- Loose Leaf Paper
- Sticky Notes
- Composition Notebooks
- Single Subject Spiral Notebooks
- 3 x 5 Index Cards
- Glue Sticks & Elmers Glue
- Pocket Folders
- Scotch Tape
- Scissors
- 12 inch rulers
- Kleenex
- Disinfectant Wipes

Drop-off Locations:

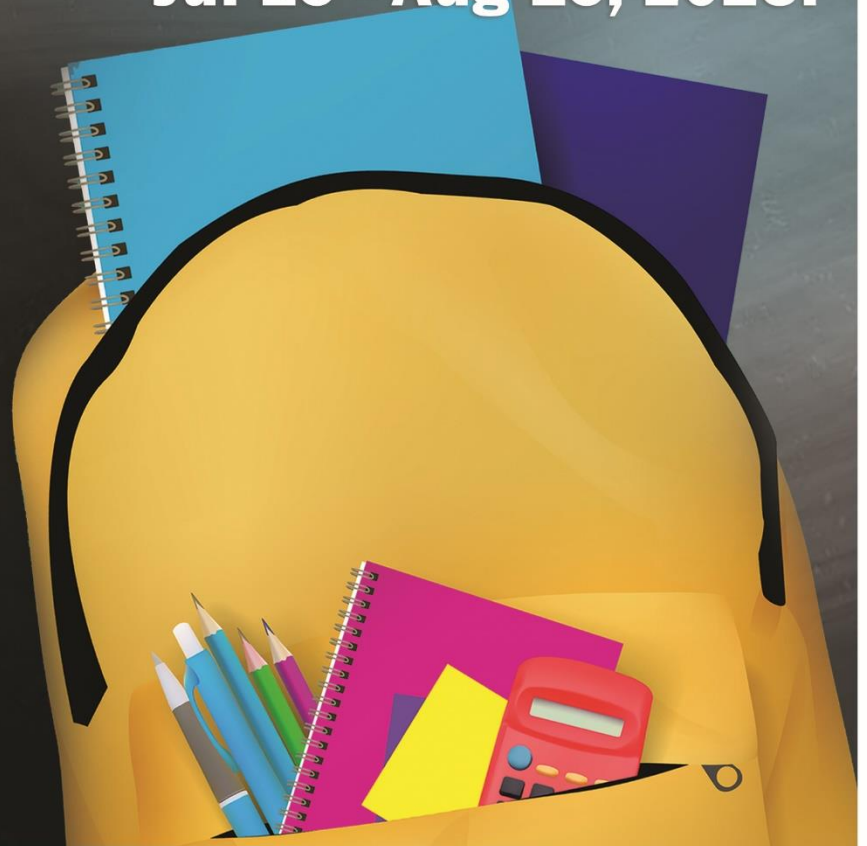
North Canton STAR Office

7110 Whipple Ave NW, Ste B,
North Canton, OH 44720

Howland STAR Office

311 Niles Cortland Rd NE, Lower Level, Ste C,
Warren, OH 44444

**Accepting Donations
Jul 15 - Aug 15, 2023!**



**QUESTIONS? Call or email Elana Parsons
(330) 494-5630 or membership@STAR.Realtor**

www.STAR.Realtor

3 Hour ETHICS CE

*"To Boldly Go Where No
Ethics CE Class Has Gone
Before..."*

THURSDAY

August 24, 2023

9:00 am - 12:15 pm

via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

*OPEN TO ALL! This class meets the
3 Hour State Required Ethics training
for Ohio Licenceses and the NAR
Cycle 7 Code of Ethics Requirement.*

Registration Deadline: Wednesday, Aug. 23.

You will be charged a \$20 No Show Fee if you
do not cancel your reservation 24 hours
prior to the event per STAR Policy.

QUESTIONS? Contact Trisha Adams
tadams@STAR.Realtor | 330.494.5630

SIGN UP TODAY!



Instructor: KATIE McCARTNEY
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10th Annual Chili Cook-Off

BATTLE

of the Brokers

FRIDAY, Sept 15, 2023



PLATINUM Sponsors



Bring the Spice!

10 Chilis · 3 Winners · CASH Bar

The Barrel Room

7901 Cleveland Ave NW, North Canton, OH 44720

FREE for STAR Members

Desserts provided by your 2023 STAR Affiliates!

11:30 am

Chili Tasting

11:45 pm

Winners Announced

1:00 pm

Event Ends

Only 10 Chili Spots

Enter your Office Today!

Email cburgess@STAR.Realtor by September 8, 2023

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RSVP requested but not required on our website TODAY!

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STAR Installs a Pollinator Garden with ORLA Group

Through the collaborative efforts of ORLA (Ohio REALTORS Leadership Academy) 2023 Project Group, NAR Placemaking Program, OR, and STAR we proudly dedicated the enchanting Pollinator Garden to Veterans Park in North Canton on June 12, 2023. This project was made possible by the generous grant of \$7,500 bestowed upon STAR on behalf of ORLA by the NAR Placemaking Program.

The exquisitely designed pollinating garden is destined to become a haven for majestic butterflies, and its inclusion on the Monarch Watch and Keep Ohio Beautiful is a testament to its ecological significance.

Together, we have not only cultivated a mesmerizing sanctuary but also fostered a thriving community space that will undoubtedly leave a lasting impact on the residents of North Canton.



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Shaker

5:00 pm - 7:30 pm

Complimentary Food & Drinks

Join the STAR Affiliates for a Fun & Relaxing Networking Event!
FREE for STAR REALTOR® Members \$20 for STAR Affiliates

Rumble in Trumbull

Tuesday, September 19
at Cork & Cap
3225 Elm Rd NE
Warren, OH 44483

After Dark in Stark

at MBAR in Canton
5260 Dressler Road
Canton, OH 44718

Tuesday, February 28

Tuesday, May 2

Tuesday, September 26

Tuesday, October 31



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330.571.2749



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Senior Loan Officer
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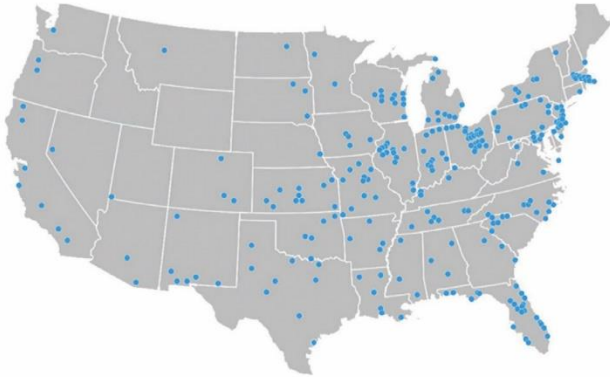
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STAR Membership Report | June 2023

New Salespersons

Kenneth Stroud, *Coldwell Banker Schmidt Realty*
Sophia Valentine, *Keller Williams Legacy Group*
Justin Sumption, *Keller Williams Legacy Group*
Jason Margo, *RE/MAX Crossroads*
Charity Fausta Rysak, *Berkshire Hathaway*
Melany Weyer, *Keller Williams Legacy Group*
Laurie Zalac, *Coldwell Banker Schmidt Realty*
Katherine Frank, *DeHOFF Realtors*
Megan Ann Harder, *RE/MAX Trends Realty*
Carmella Herrington, *Keller Williams Legacy Group*
Valeria Glean, *Berkshire Hathaway Stouffer Realty*
Lana Shelley, *Kiko*
Brittany Burkhart, *Howard Hanna*
Elizabeth DeChellis, *RE/MAX Edge Realty*

Office Transfers

Beth Ann Berkey, *Keller Williams Legacy Group*
Rachel Oaklief, *eXp Realty*
Thea Mottice, *Howard Hanna*
Xavier Mottice, *Howard Hanna*
Sharon Ruggiero, *Keller Williams Living*
Seloni Khetarpal, *Coldwell Banker Schmidt Realty*
Joey Paolini, *Howard Hanna*
Allison Dowd, *Century 21 HomeStar*
Nick Rock, *Keller Williams Legacy Group*
Christopher Allchin, *Keller Williams Legacy Group*
Michelle Beadle, *Howard Hanna*
Dominic Kail, *Berkshire Hathaway Professional Realty*

Office Transfers...cont.

Adrianna Brenner, *Cutler Realty*
Benjamin Aemmer, *Keller Williams Legacy Group*
Brittany Wills, *Berkshire Hathaway Stouffer Realty*
Lindsay Bowden, *Waypoint Real Estate Group*
Susan Scavelli, *Keller Williams Chervenik Realty*

Dropped Members

Robert Foraker
Lisa Heineman
Kevin Rieger
Robert Faver
Mary Beidelschies
Darlene Durig
Patsy Naples
Tiffany Widder
Deborah Robinson
Patricia DeCavitch
Frank Tempesta
Barbara Gleason

Dropped Members

Susan Stancher
H. Lorraine Molnar
Sandra Van Huffel
Ashley McCune
Cheryl Orin-Forrer
Gabrielle Mahin
Karen Webster
Jonathan Knight
James JB Spencer
Megin Murray
Ronald Hillier
Waynetta Austin
Katherine McElravy
Andrea Chavez-Mathews
Tawni Hemming
Michelle Natoli
Dawn Toland

A Note from Membership

LOCAL STAR DUES were emailed out and were due on June 30, 2023! If you have not paid your dues, a \$25 LATE FEE will be applied on July 7, 2023.



it's time to be
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STAR is accepting nominations for...
STAR Lifetime Achievement Award

If you or someone you know is deserving of this Prestigious Special Award, Fill out our SIMPLE online Form to make your nomination TODAY!!!

CONTACT: Collene Burgess (330) 494-5630 with questions today!


www.STAR.Realtor **CLICK TO NOMINATE!**



Elana Parsons

Membership Administrative Assistant

Contact for:

Contact for: Membership & Dues Inquiries, FOREWARN, Supra, YPN

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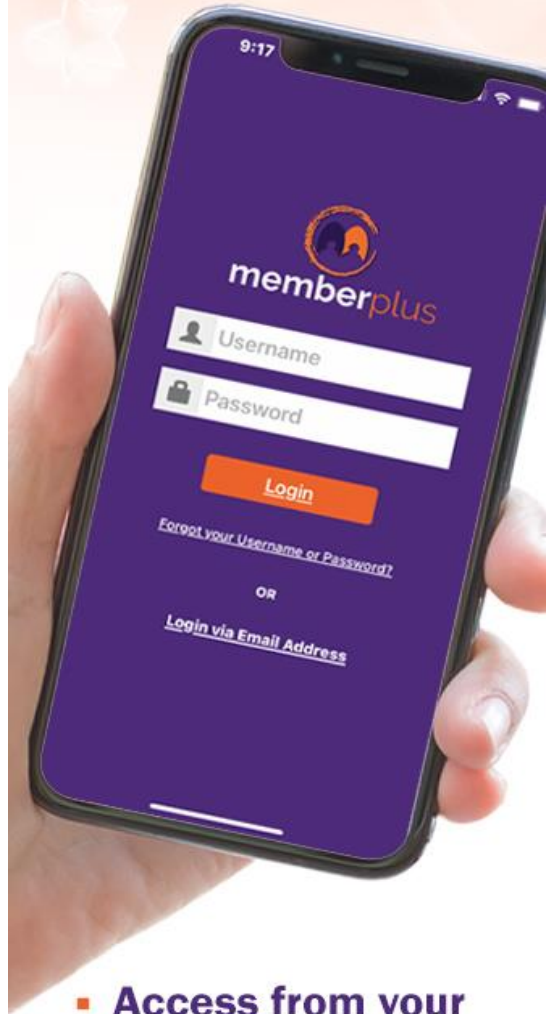


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Danette Stone - Title Processing
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A Note from the CEO

Running an association is like navigating through a labyrinth with a blindfold on, juggling flaming torches, and singing a catchy tune all at once. It's a whirlwind of responsibilities and challenges, but amidst the chaos lies a treasure trove of rewards waiting to be unearthed. As the CEO of STAR, I can attest to the rollercoaster ride that comes with leading such an organization.

For the past two years, I've had the honor (and occasional sleepless nights) of spearheading STAR. From day one, I've donned multiple hats—accountant, membership coordinator, receptionist, CEO, communications expert, leader, human resources guru, public relations aficionado—never a dull moment! Sometimes I wonder if I should add "professional juggler" to my resume, given the endless balancing act required.

But despite the madness, the rewards are what keep me going. Witnessing the transformation of a group of talented individuals into an amazing staff (Trisha, Brook and Elana) has been nothing short of remarkable. It's akin to watching a flock of baby birds spread their wings and take flight, knowing that you played a part in nurturing their growth. Seeing my staff step up and take the lead, making the association better with their innovative ideas and unwavering dedication, fills my heart with immeasurable joy.

The journey has been far from easy. The Board of Directors, though brimming with brilliant minds, often resembles a herd of independent unicorns—each with their own unique vision and perspectives. Navigating through the maze of differing opinions and ensuring everyone's voice is heard requires finesse and diplomacy. Yet, in the end, the amalgamation of diverse ideas leads to the creation of something truly extraordinary.

There have been ups and downs, moments of doubt, and challenges that seemed insurmountable. But the sweet taste of success that follows perseverance is unparalleled. The late nights, early mornings, and



Collene Burgess
Chief Executive Officer

Contact for:
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cburgess@star.realtor
office: (330) 494-5630

countless cups of coffee are all worth it when you witness the positive impact your association has on its members and the community at large.

Running an association is not for the faint of heart. It requires a delicate balance of wit, resilience, and an unwavering commitment to the cause. It demands adaptability, quick thinking, and a willingness to take risks. But for those brave enough to embrace the challenge, the rewards are endless—a team of exceptional individuals working towards a common goal, a sense of accomplishment in making a difference, and the knowledge that you've left an indelible mark on the world.

Thank you for allowing me to serve as STAR CEO.



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Mattie Easton

Loan Originator

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The GAD's Corner

REALTORS® strive to ensure all Americans can achieve homeownership. STAR applauds the White House for marking National Homeownership Month with a new proclamation affirming the importance of expanding access to safe, affordable housing. With 65.5% of Americans owning homes, the net worth of a typical homeowner is nearly 40 times the net worth of a non-owner. The total value of owner-occupied housing rose by \$8.2 trillion in the last decade, and the number of middle-income homeowners increased by nearly one million. The typical homeowner has accumulated more than \$200,000 in housing wealth due to price appreciation. Enabling more households to achieve sustainable homeownership earlier in life, and maintain that ownership throughout life, is crucial to narrowing the racial homeownership and housing wealth gaps.

Why am I bringing this up?

Because that is what YOUR investment in OUR association goes towards. From city halls to townships to the State Capitol, and in Washington, D.C., STAR is fighting and winning political battles to help ensure the success of our profession. The STAR Government Affairs program works to protect your interest and give voice to our membership. We work to stay abreast of local issues that impact homeownership, the REALTOR® profession, and property interests in our area. That is why we encourage each member to support the REALTORS® Political Action Committee (RPAC) and become politically active.

What role do STAR's RPAC and Legislative Affairs Committees play?

Both give a powerful voice to help develop, advance, and implement policy objectives that affect the real estate business, including the ownership and operation of real estate. RPAC coordinates the fundraising that supports pro-REALTOR® candidates running for public office. Our Legislative Affairs Committee is proactive in


helping to select and support candidates and policies that benefit the profession.

Did you know RPAC is the nation's largest, most successful, and most bipartisan political action committee?

Your voluntary investment is used to improve your bottom line in several ways: through issues mobilization, political advocacy, and by directly supporting candidates at the local, state, and federal levels of government who champion the ideals and principles of REALTORS®. STAR RPAC is your best investment in real estate!

STAR RPAC takes time to educate legislators on our issues. Once they understand the importance of property rights to the economy, it is critical to keep them in office helping us rather than start over with the education process every election cycle. RPAC helps us keep property friendly people in office.

Without RPAC, we would not have an organized voice on matters that affect our industry. Collectively, we can make home ownership attainable by removing barriers to entry, which enables all of us to thrive in this profession.




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
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¹Active employment contract required with proof of sufficient income and reserves. Minimum reserves required vary depending on amount of the loan. Program is limited to the purchase or refinance of a primary residence. All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.



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Brook Harless
Government Affairs Director

Contact for:
Government Affairs, RPAC, Legislative Committee

GAD@STAR.Realtor

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Mobile: (330) 284-5979

2023 SPECIAL ELECTION | AUGUST 8, 2023

Early In-Person Voting: Begins July 11 and includes the Saturday and Sunday before Election Day.

Absentee Voting By Mail: Begins July 11

Election Day: August 8 (Polls Open 6:30 a.m. - 7:30 p.m.)

Regular exercise is essential to good health. Exercising your vote affects your health and the health of your community. Be the healthy change you want to see in Ohio and the world. Exercise your right to vote regularly.



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Lunch Provided!

Sponsored By: Christine Schell NMLS# 293266

The Kruger Team

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Taught By: Courtney DeMarco

Regional Business Development Manager

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Mortgage Rates Drop Again, But Buyers Are Still Nervous

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Rates are still above 6.5%, a key affordability threshold. Despite a dip for the third consecutive week, mortgage rates are still above 6.5%—a key affordability threshold—and remain much higher than they were just two years ago. Freddie Mac reports that the 30-year fixed-rate mortgage averaged 6.67% this week. A year ago, rates averaged 5.81%, and in early 2021, they were in the 2% range.

The dramatic change in rates has created a “mortgage rate lock-in effect,” in which homeowners are reluctant to trade in their current ultra-low mortgage rate for a higher one—especially at today’s higher home prices, says Danielle Hale, realtor.com®’s chief economist. These stubborn would-be sellers are partially the reason housing inventory levels remain so low. “The vast majority of homeowners locked in low rates during the pandemic and aren’t particularly excited to give them up in order to buy a new home, unless they really need to move for personal reasons,” Hale says. “The housing market has really seen a double whammy in 2023, with a retrenchment in the number of homes for sale coupled with still-high prices and mortgage rates that have kept both first-time and repeat buyers on the sidelines.”

Potential home buyers are watching rates closely to decide when to make their move, says Sam Khater, Freddie Mac’s chief economist. “However, inventory challenges persist as the number of existing homes for sale remains very low,” Khater says. “Though, a recent rebound in single-family housing starts is an encouraging development that will hopefully extend through the summer.” New data this week shows construction of single-family homes reached an 11-month high in May. Here’s a closer look at how mortgage rates fared for the week ending June 22.

- **30-year fixed-rate mortgages:** averaged 6.67%, down from last week’s 6.69% average. Last year at this time, 30-year rates averaged 5.81%.
- **15-year fixed-rate mortgages:** averaged 6.03%, down from last week’s 6.10% average. A year ago, 15-year rates averaged 4.92%.



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Communications Update

Mid-Month Member Connect Coming SOON!

Our STAR Newsletter is our primary source of communication for our Membership. This publication goes out the first Friday of each month. Beginning in Mid-August, we will begin our first publication of the Mid-Month Member Connect. This **email newsletter** will be a brief outline of what is coming up, along with links to register for our upcoming events. If you only read 1 or 2 of our STAR emails a month, this is definitely one you want to browse! We are working hard to limit the emails that we send to your inbox, the Mid-Month member connect should cover most of the emails we send your way.

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