



Arden Lingenhoel
2024 STAR President

STAR Monthly News

Powering REALTORS® Across Stark, Carroll, and Trumbull Counties...

President's Message

2024 | August

Hi Everyone,

Are we all ready for August and the changes coming up? As we approach the August 17th deadline set by the National Association of Realtors (NAR), it's crucial for all our members to comply with the new buyer agency agreements. While most of our member real estate brokers are prepared, we are committed to ensuring that no one is left behind.

To support this effort, we are hosting a Broker Managers Panel Meeting on August 14th at our North Canton board office. This meeting is essential for all brokers and managers to attend. During the session, our Legal Counsel will lead the discussion and answer questions by attendees. By exchanging ideas and strategies, we can all be better equipped to meet the new requirements and continue providing excellent service to our clients.

Our RPAC (Realtors Political Action Committee) is organizing a fun event – a "Family Feud" night! This exciting event will take place on August 29th at 6:00 p.m. at the Canton Masonic Temple on Market Avenue in Canton. It's the perfect opportunity to gather your team and enjoy a night filled with friendly competition. [REGISTER NOW on our Event Site](#) or scan the QR code on the flyer!

We have a lot of great events lined up for our members in the coming months. Trisha has been working tirelessly to spread the word about these programs and events, so be sure to stay tuned for announcements. Your participation in these events is vital to our community's success, and we encourage everyone to get involved. Whether it's attending workshops, networking events, or social gatherings, there's something for everyone.

The real estate market has been quite unpredictable lately. In June, we saw a 5% decline in house sales compared to May, but the average price of homes continued to rise nationally. Despite the ups and downs, there are signs that the market is moving towards a more stable and calm environment in the coming months.

Many people have been concerned about the possibility of a housing market crash, but it seems that higher price appreciation is here to stay. We've all heard people say they wish they had bought more homes before the market took off. **Continued on next page...**

In this Issue:

Classes & Events **2**

CEO Report **3**

GAD Report **9**

Membership Report **11**

NAR Releases New Consumer-Focused Resources Ahead of Practice Changes in Settlement Agreement **21**

Monthly Market STATS **22**

Contact Us

Collene Burgess
Chief Executive Officer
cburgess@STAR.Realtor

Trisha Adams
Communications Director
tadams@STAR.Realtor

Rich Cosgrove
Government Affairs Director
GAD@STAR.Realtor

Candice Likely
Administrative Assistant
membership@STAR.Realtor

While we can't change the past, we can focus on making the most of the current market conditions.

I look forward to seeing you at the upcoming events and meetings. Let's work together to navigate these changes and ensure a prosperous future for all our members. Remember, staying informed and engaged is key to success in our ever-changing industry.

Happy selling, and stay safe!

Arden Lingenhoel

Classes & Events

Scroll through the newsletter for FLYERS for all our events which provide the MOST INFO for you!

AUGUST

- AUG 6 [REGISTER NOW](#)
Trumbull Shaker 5:00 pm at Cork & Cap in Warren
- AUG 14 [REGISTER NOW](#)
2:00 pm Broker Panel Q&A Hybrid to discuss NAR Settlement
North Canton Office
- AUG 16-17 [REGISTER NOW](#)
ORLA Project Volunteer Days
- AUG 22 [REGISTER NOW](#)
MORTGAGE 911 CE CLASS 11:00 am - Lunch Included!
North Canton Office
- AUG 29 [REGISTER NOW on our Event Site](#)
STAR RPAC Event Family Feud

SEPTEMBER

- SEPT 7 LatinoFest - Plan to come SEE STAR at our Table!
Check Out the included Flyer for more information!
- SEPT 13 [REGISTER NOW](#)
Chili Cookoff
- SEPT 16 [REGISTER NOW](#)
ZOOM 3 Hour Core Law CE 1:00 pm - 4:15 pm
- SEPT 20 [REGISTER NOW](#)
AHWD Certification - See Flyer for more information!
- SEPT 24 [REGISTER NOW](#)
Shaker at Mbar
- SEPT 26 [REGISTER NOW](#)
New Member Orientation

OCTOBER

- OCT 9 [REGISTER NOW](#)
R-Day!!! This year's theme is Monopoly!

are you **NEW**
to **STAR?**



**don't be NEW
& Confused...
JOIN US for a FUN
and Informative
NEW Member
Orientation,
and take the
guesswork out
of getting started!**

Orientation Dates

Thursday, February 29
Thursday, May 30
Thursday, September 26
Thursday, November 21



Sign-Up TODAY!

A Note from the CEO

Invitation to Q&A Broker/Manager Panel on NAR Settlement

We are excited to announce a Q&A Broker/Manager Panel hosted by STAR to discuss the recent NAR Settlement. While this topic may seem daunting, it is designed to ensure protection and transparency for all parties involved.

The panel aims to assist agents in navigating the upcoming changes concerning MLS Now, Exclusive Buyer Representation Agreements, Buyer Broker Compensation Agreements, and more. This open discussion will focus on what to expect and how to effectively communicate these changes to consumers post-August 17.

Our Legal Counsel will facilitate the meeting, ensuring we remain on topic and avoid discussing prohibited items. We strongly encourage all Brokers and Managers to attend in person at the STAR office to share how they are handling these changes within their respective offices.

Agents are invited to attend via Zoom and are encouraged to submit questions ahead of the panel scheduled for August 14. This discussion is crucial, and understanding these changes will help us better serve our clients and maintain transparency in real estate transactions.

Please register for the Broker/Manager Panel on Wednesday, August 14, from 2:00 pm to 3:30 pm at www.star.realtor or email me to register. If you have any questions, feel free to call me at 330-494-5630 or email cburgess@star.realtor.

We look forward to your participation and to collectively preparing for these important changes. Thank you!

FORMS Update!

The STAR Board of Directors has decided that, in light of the NAR Settlement, the association will discontinue producing forms. With less than 1% of our membership utilizing these forms, the associated costs are deemed unnecessary. To mitigate any potential future liability for STAR and its members, we will instead promote the use of Ohio REALTORS® forms. Ohio REALTORS® has consistently produced high-quality forms, reviewed by leadership and legal counsel. Moving forward, STAR will cease form production and exclusively use and endorse Ohio REALTORS® forms.

We currently have hard copies available for purchase of the Lead-Based Paint Disclosure, EPA Booklets, Agency Disclosure, Residential Property Disclosure, and Deal Savers Envelopes. Once these hard copies are sold out, we will not be printing more.



Collene Burgess
Chief Executive Officer

Contact for:
Professional Standards,
Grievance, Arbitration &
Mediation, Sponsorship/
Advertising, Affiliates,
Media Relations

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

To access Ohio REALTORS® forms, use the link below:

Ohio REALTORS® Legal Forms
<https://www.ohiorealtors.org/legal-forms/>

e-mail us TODAY!
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Shaker

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Join the STAR Affiliates for a Fun & Relaxing Networking Event!

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Rumble in Trumbull

at Cork & Cap

3225 Elm Rd NE
Warren, OH 44483

Tuesday, March 26

Tuesday, August 6

After Dark in Stark

at MBAR in Canton

5260 Dressler Road
Canton, OH 44718

Tuesday, February 27

Tuesday, April 30

Tuesday, September 24

Tuesday, October 29



RSVP TODAY! www.STAR.Realtor



STAR Q&A Broker Panel

NAR Settlement Questions Answered

Join us for a Discussion Panel led by STAR
Legal Counsel, Jamie Haren



Q&A

WEDNESDAY August 14, 2024

from 2:00 pm - 3:30 pm

STAR North Canton Office

7110 Whipple Avenue, NW, Suite B
North Canton Ohio, 44720

Hybrid Event

Brokers and Managers may attend in Person.
All other members may attend via ZOOM Link.

Send in Questions!

Please EMAIL YOUR QUESTIONS ahead of time.
They will be addressed as part of the Mediator
Led Discussion Panel. Deadline for Questions is
Friday, August 9, 2024

QUESTIONS? Contact STAR Staff info@STAR.Realtor | 330.494.5630

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OH: MLO-OH.2299851
216.704.0615



Christi Nichols
Senior Loan Officer
NMLS: 1927253
OH: MLO-OH.1927253
330.631.4181



Dan Logan
Senior Loan Officer
NMLS: 172913
OH: MLO.021625.001
440.336.3173



Josh Pick
Senior Loan Officer
NMLS: 134546
OH: MLO.031660.001
330.760.2254



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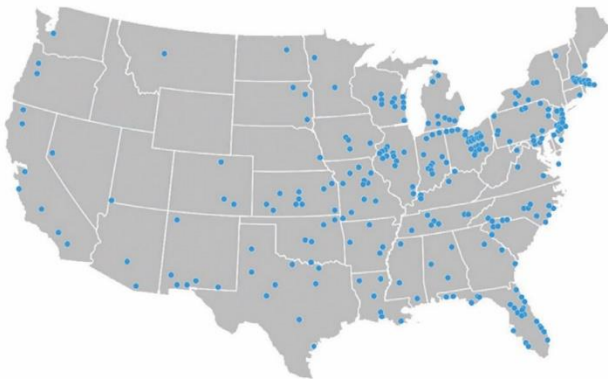
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JOIN US for a FUN and Informative NEW Member Orientation, and take the guesswork out of getting started!

Orientation Dates

- Thursday, February 29
- Thursday, May 30
- Thursday, September 26
- Thursday, November 21



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DOG PARK UPDATE

Veterans Park Dog Park
1714 Schneider Street NE
Canton, Ohio 44721
located in Plain Township

Volunteer WORK DAYS
FRI August 16 & SAT August 17, 2024
Drop-In Volunteer Window
9am - 5pm BOTH DAYS
FOOD, DRINKS, & SHADE PROVIDED!

VOLUNTEERS NEEDED!

2024 Project Group Participants

Antonio Valdez
Greg Marlowe
Jordan McBride
Justin Annis



The STAR Board of Directors, and Community Outreach Committee are Proud to Partner with this Dynamic Group of Leaders!

SCAN THE CODE & JOIN US alongside our our Community Partners & Professionals to Clean-Up, and Improve the Dog Park!



- Construction of Two 20 x 36 Ft Sun Shade Pergolas
- Place & Plant Cedar Storage Benches w/ Built-In Planters
- Install a Tennis Ball Hopper
- Clean-Up Dog Park and Update Existing Bench Layout

BYOT (Bring Your Own Tools) if you have them!
Useful Items Include: Ladders, Impact Drivers, Shovels, Rakes, Hoses, & Extension Cords

www.STAR.Realtor

Stark Trumbull Area REALTORS® (STAR), through the efforts and planning of the 2024 Ohio REALTORS Leadership Academy (ORLA) Project Group, was awarded a \$7,500 grant from the National Association of Realtors® Placemaking Program to support activities that create public outdoor gathering places. The grant will be used to install improvements to the existing Dog Park in Plain Township at Veterans Park, Canton Ohio.

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- 02 **CREDENTIALS THAT MEAN MORE**
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- 03 **EDUCATION EXCELLENCE**
12+ free member benefit webinars, and learn from CRS certified instructors in various formats
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<https://starrealtor.TheCEShop.com>

Stark Trumbull Area REALTORS® has established an agreement with The CE Shop to promote online course information to consumers and real estate licensees. Stark Trumbull Area REALTORS® is not the developer of these courses and is simply providing a referral. Any questions regarding course content or technology should be directed to The CE Shop.

GAD Report

I am thrilled to introduce myself as the new Government Affairs Director for Stark Trumbull Area Realtors. For those of you who may not know me, my name is Rich Cosgrove. I am a past president of STAR, a principal broker and have been licensed for 22 years. With a strong background in the real estate industry, I am excited to work with all of you to advocate for policies that benefit our industry and communities.

Update on Ohio House Bill 466

I would also like to take this opportunity to update you on a significant piece of legislation that affects us all: Ohio House Bill 466. This bill establishes a minimum standard for written real estate representation between a buyer client and a real estate brokerage. Agreements may be exclusive or non-exclusive.

Key Points of HB 466:

1. Expiration Date: All agreements must have an expiration date.
2. Fair Housing: Agreement must provide information on fair housing & blockbusting laws
3. Terms of Compensation: The compensation must not be open ended.

Current Status:

As of now, HB 466 has been passed by the House and the Senate and has been sent to the Governor for his signature.



Be Sure to Sign up for our Family Feud RPAC Event on August 29, 2024!

See Flyer for Details!

3 Ways to Sign Up!

1. SCAN THE QR CODE



2. Text 'FamFeud2024' to 76278
3. Click [THIS LINK](#) to go to our Event Site.

Committee involvement in your association is one of the best things you can do for your business. You will discover lifelong friends and mentors, and in many cases, do some good in your community along the way.

get INVOLVED with STAR



Rich Cosgrove
Government Affairs Director

Contact for: Legislative Affairs, RPAC

<mailto:GAD@STAR.Realtor>

Office: (330) 494-5630



REALTOR® FAMILY FEUD

COMEDY

Jeff Blanchard

CASH BAR

Mission BBQ

Pulled Pork

Pulled Chicken

Sliced Brisket

Sliders/Cornbread Combo

Mac & Cheese

Green Beans

Baked Beans

Cookies & Brownies

12 TEAMS

Up to 12 Teams of 5. Sign Up is \$125 RPAC Contribution for Team Lead w/ COMP Dinner Ticket included. Other Team Members MUST PURCHASE A DINNER TICKET!

Survey Says...You Should Join the STAR RPAC Committee for a Hilarious Night-Out Featuring: BBQ, Comedy, Cash Bar, and REALTOR® Family Feud!

THURS August 29, 2024

from 6 pm - 9 pm, Doors Open at 5:30 pm at the

Masonic Temple

836 Market Ave N, Canton, OH 44702

\$50* Dinner Ticket by Tues 8/27

NO 'AT THE DOOR' TICKET SALES!

\$25 of your Dinner Ticket will go to your RPAC Contribution

**SCAN THE CODE or TEXT
FamFeud2024 to 76278 to
Buy Tickets or Sign Up your TEAM!**
Team Sign up Deadline: 8/19/2024 12pm
Dinner Ticket Deadline: 8/27/2024 12pm



**QUESTIONS? Contact STAR
(330) 494-5630 or GAD@STAR.Realtor**



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RPAC Disclaimer Statement Contributions to RPAC. 26 U.S.C. 162(e) requires that the portion of dues attributable to lobbying and political activities at the Local, State and Federal levels of government be considered nondeductible for income tax purposes. Contributions are voluntary and are used for political purposes. The RPAC amount indicated is merely a guideline and you may contribute more or less than the suggested amount. The National Association of REALTORS and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. 70% of each contribution is used by your State RPAC to support state and local political candidates; 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. Notwithstanding this general allocation formula, the allocation may change and all or a portion of your contribution may be allocated to other political accounts maintained by Ohio REALTORS if a contribution exceeds limits under the and/or if a contribution falls outside time limits under 52 U.S.C. 30102. Non-Deductible Percentages of Dues Payments & Assessments \$40 of Ohio REALTORS dues is used by Ohio REALTORS to engage in independent political expenditures for purposes of influencing the election or defeat of State or Federal candidates, as well as Local or State ballot issues; this amount is non-deductible for the member's income tax purposes. For the additional dues of \$255 per member, Ohio REALTORS computes 10% or \$25.50 to be non-deductible due to Ohio REALTORS lobbying effort. Total non-deductible for Ohio Realtor dues is \$65.50. For 2024, with dues at \$156 per member, NAR computes 35% or \$55 to be nondeductible for the member's income tax purposes due to NAR lobbying efforts. Please note that the entire \$45 Consumer Advertising Campaign special assessment qualifies as fully deductible.

STAR Membership Report | JULY 2024

New Salespersons

Britany Morgan, *KW Legacy Group*
Brynn Keefe, *BHHS Stouffer Realty*
Gabriela Laguna, *Leon Cutler Real Estate*
Serena Barton, *BHHS Stouffer Realty*
Chad Evans, *RE/MAX Edge Realty*
William Paolillo, *eXp Realty*
Carmesha Hightower, *KW Legacy Group*
Ashley Brayton, *eXp Realty*
Alaina Gmutza, *BHHS Stouffer Realty*
Stephanie Peeper, *Howard Hanna*
Ira Bachelor, *Howard Hanna*
Anthony Blevins Jr, *BHHS Stouffer Realty*
Kristy Trentman, *Real Integrity*
Toni Muhammad, *BHHS Stouffer Realty*
Lisa O'Brien, *KW Legacy Group*
Rebekka Taylor, *KW Legacy Group*
Gianni Bilotta, *eXp Realty*
Charles Bond, *RE/MAX Trend*
Jacueline Fritz, *BHHS Stouffer Realty*

Office Transfers

Jordon Garofalo, *Re/Max Infinity*
Jeffrey Hite Jr, *Re/Max Edge*

New Affiliate Office

Title One USA

New Affiliates

Daulton Ritter
Micah Riley

Dropped Members

Gianni Bilotta
Jordan Dolph
Julie Christopher
Tiffany Adams
Jay Smith
Kimberly Cheyney
Madelyn Sweeney
Mary-Margaret Evans
Kerry Englet
Nicole Anderson
Alisha Hall
Carol Testa
Jared Dutton
Brittany Burkhardt
Laura Brown
Eli Mongold

Dropped Members...continued

Michael Love
Sarah Miller
Nicolas Ake
Angela Stevens
Lindsay Bowden
Brenda Wise
Mandy Farkas
Amy Brindack
Tiffany Truitt
Annamaria Ciano-Hendricks
Michelle Lieser
Erika Sereday

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AUG 2024 | PAGE 11



2-Hr CE Class

Mortgage 911

Presented by:
Ruoff Mortgage, Lori Fetter

Lunch and Learn

THURSDAY

August 22, 2024

11:00 am - 1:00 pm

Lunch Included!

at Stark Trumbull Area REALTORS®

7110 Whipple Avenue NW, Suite B
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FREE for STAR Members

\$20 Non Member Fee

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Canton LATINO FEST

SATURDAY, SEPT. 7, 2024



SCAN ME/ESCANÉAME

12:00PM-10:00PM

Centennial Plaza- 330 Court Ave NW
Canton, OH 44702

Music by Big June, LIVE performances, cultural dances,
Latin cuisines, and more!

Presented by Stark, Si Se Puede!



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11th Annual Chili Cook-Off

BATTLE

of the Brokers

FRIDAY, Sept 13, 2024

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 2024 STAR Affiliates!

11:30 am

Chili Tasting

12:45 pm

Winners Annouced

1:00 pm

Event Ends

Only 10 Chili Spots

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Email cburgess@STAR.Realtor by September 9, 2024



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RSVP requested but not required on our website TODAY!

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CONTINUING EDUCATION

3-Hour CORE LAW



"National and Ohio Current Law Topics to Follow"

MONDAY

September 16, 2024

1:00 PM to 4:15 PM



Virtual Class via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

Registration Open to All!

Credit:

This course is certified for 3 hours of State Required CORE LAW credit for Ohio Licenceses.

Per ODRE requirements, attendees must be present 90% of the program.

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
REALTOR®, CRS, & SRES®

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AT HOME WITH DIVERSITY®

Instructed by: **Tiffany Lobertini**

ABR, AHWD, C2EX Ambassador, ePro, GREEN, MRP, SRS, PPS

- Breakfast Pastries, and Lunch included.
- This course is certified for 6 hours of civil rights credit, elective for the ABR and SRS designation.
- Per ODRE requirements, attendees must be present 90% of the program.

FRIDAY September 20, 2023

9:00 am to 4:30 pm

(includes two 15 Minutes Breaks and an Hour for Lunch)

The Gateway Event & Conference Center

5441 Global Gateway, North Canton, OH 44720



SCAN THE CODE to sign up Today!

\$49 Course FEE (Discounted from \$99)

STAR Members in Good Standing may apply for a special one-time offering from the Norma L Good Scholarship to reimburse the Course Fee + the \$40 Application FEE to obtain the AHWD Certification. *Terms and Conditions Apply.*

Course Details

At Home With Diversity (AHWD) is an educational experience designed to present a picture of the changing face of the real estate industry. More importantly, the class teaches REALTORS® how to work effectively with - and within - a rapidly changing multicultural market.

This certification addresses issues of diversity, fair housing, and cultural differences. The course teaches you to transact business in culturally competent ways.

The At Home With Diversity Course teaches REALTORS®

how to:

Assess and understand attributes of diversity in local markets and their impact on the real estate industry. Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, disabilities, familial status, or national origin.

Build a business plan that minimizes risk and successfully services all types of clients.

In co-sponsorship with Ohio REALTORS. This course is brought to you by Stark Trumbull Area Realtors through the 2024 NAR Diversity Grant.

www.STAR.Realtor

Ron Brothers, CPI

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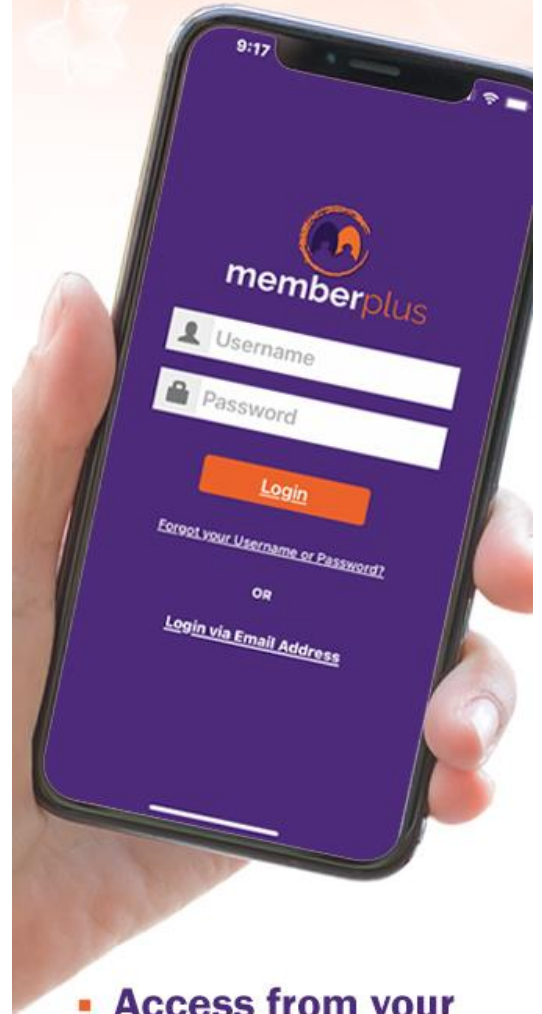
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MONOPOLY

2024 STAR R-DAY EDITION



REALTOR Park Place

Lunch
Give-A-Ways
Prizes
2 Hr Elective

FREE for STAR Members
\$20 Non-Member Fee

Join us for **FOOD, FUN, PRIZES,**
and **MORE** as we **Celebrate YOU!**

WEDNESDAY Oct 9, 2024

La Pizzeria (Piazza Room)

3656 Dressler Rd NW, Canton OH, 44718

Affiliate Vendor Fair Begins	10:00 am
Lunch & STAR Annual Meeting	12:00 pm
Affiliate Give-A-Way Drawings	1:00 pm
2 Hour Elective CE	1:30 pm
<i>'Exploring Buyer and Seller Representation Agreements' w/ Instructor Katie McCartney</i>	

**PLEASE REGISTER FOR
OUR LUNCH COUNT!**

Please Indicate whether you plan to attend the CE class within your Registration on our website!

Don't forget your business cards to enter Affiliate Vendor Basket Give-A-Way Drawings!

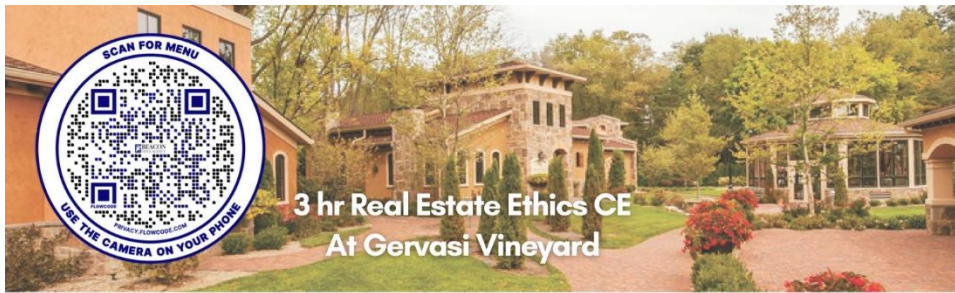
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QUESTIONS? Contact Trisha Adams
(330) 494-5630 or tadams@STAR.Realtor



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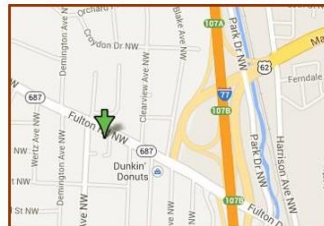
Danette Stone – Title Processing
dston@mckinley-title.com

Attorney Michael Gruber
mgruber@aghattorneys.com

Attorney David Thomas
dthom@mckinley-title.com

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are you **NEW**
to **STAR?**



don't be NEW & Confused...
JOIN US for a FUN and Informative NEW Member Orientation, and take the guesswork out of getting started!

Orientation Dates

- Thursday, February 29
- Thursday, May 30
- Thursday, September 26
- Thursday, November 21



Sign-Up TODAY!

NAR Releases New Consumer-Focused Resources Ahead of Practice Changes in Settlement Agreement

Published by National Association of REALTORS July 30, 2024

CHICAGO (July 30, 2024) - The National Association of REALTORS® (NAR) today published new resources to help guide consumers on the impact of the March 15th settlement agreement ("Settlement") and support both REALTORS® and consumers as they navigate the changes required by the agreement.

"Prior to and throughout the Settlement litigation, NAR has remained committed to protecting consumer choice and transparency, and to making homeownership accessible for all Americans," said Nykia Wright, Interim CEO of NAR. "With these new resources, REALTORS® are even better equipped to inform and empower consumers and continue to demonstrate the value they bring to real estate transactions."

The new resources are all available on facts.realtor, NAR's centralized website for information on the settlement, and include:

1. **Fact sheets on what the practice changes mean for homebuyers and home sellers.** These resources—one for sellers and one for buyers—outline what buyers and sellers should expect after Aug. 17 and the value REALTORS® provide to consumers in these transactions.
2. **A broker's guide to upcoming practice changes.** These slides provide an overview of the settlement, information on corresponding practice changes and implementation, and guidance on how to help consumers understand what these changes mean for them and their homebuying or selling transactions.
3. **A template compensation disclosure for active listing or buyer agreements as of Aug. 17.** The template disclosure can be used for

active agreements as of Aug. 17 that will need to be amended or supplemented with a separate disclosure to conspicuously note that compensation is not set by law and is fully negotiable. For more information on requirements for amending active listing or buyer agreements, please see FAQs #52, #53, #71, and #72.

For more information on the Settlement and what it means for members and consumers, please visit facts.realtor.

Good Links

[Window to the Law Video: Understanding New Rules on Offers of Compensation](#)

[Facts.Realtor](#)

[Written Buyer Agreement 101](#)

[Settlement Practice Changes](#)

[NAR Settlement FAQ](#)

[Ohio Realtors FORMS](#)

You must login to access

Let's talk today.



Welcome:



Dottie Beck


Mortgage Loan Officer - Retail

NMLS# 563652

o: (330) 258-4445

c: (330) 704-0186

e: dottie.beck@huntington.com

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DVP Media Solutions, LLC
Guaranteed Rate Mortgage
Fairway Independent Mortgage
Rural 1st

Monthly Market STATS

June 2024

[CLICK HERE](#) to check out our Blog for shareable assets and watch social media for July STATS soon!

Market UPDATE

STARK COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, &
Carroll Counties



NEW Listings
478



SOLD Listings
321



Average SALE Price
\$248,743



Average MARKET TIME
27 days

JUNE 2024

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Market UPDATE

TRUMBULL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, &
Carroll Counties



NEW Listings
199



SOLD Listings
156



Average SALE Price
\$189,348



Average MARKET TIME
36 days

JUNE 2024

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Market UPDATE

CARROLL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, &
Carroll Counties



NEW Listings
26



SOLD Listings
20



Average SALE Price
\$236,490



Average MARKET TIME
39 days

JUNE 2024

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