



STAR Monthly News

STARK TRUMBULL
AREA REALTORS®

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

President's Message

2023 | December

Hey STAR Members!

Can you believe we are already at the end of 2023!? As the year winds down and I reflect on the last 11 months serving as your STAR President, I can't help but to feel both incredibly proud of this association, and incredibly thankful for the rockstar staff and amazing volunteers that keep us moving forward. STAR is one of 6 local associations in the state to have a Government Affairs Director, we were one of the first to adopt Forewarn, and every month there are plenty of CE Classes, Networking Events, and Community Involvement. None of these things would be possible without the hard work and leadership of our CEO Collene Burgess and her staff, as well as the volunteers that fill both the board of directors and the various committees.

2023 was a TOUGH year for many of us in this industry: we had a crazy rate environment, hyper-low inventory, and high inflation, amongst other things. My best "agent-to-agent" advice that I can offer is: stay motivated, stay consistent, and get back to the basics. Real Estate will ALWAYS be a relationship industry, so nurture your existing relations while also building new ones and you'll be successful. Tough markets come and go, and luckily most economic forecasts show a MUCH better 2024.

Thank you all for putting your trust in me this last year and hope everyone has a Merry Christmas and Happy 2024!

Kyle

Kyle Oberlin
2023 STAR President

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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!

DECEMBER

DEC 9 [REGISTER NOW](#)
Breakfast with Santa | 9:00 am - 12:00 pm
MAPS Air Museum
2660 International Parkway, N Canton 44720

DEC 25 STAR Offices Closed

DEC 26 STAR Offices Closed

JANUARY

JAN 1 STAR Offices Closed

JAN 2 STAR Offices Closed

JAN 11 [REGISTER NOW](#)
STAR Installation | 4:00 pm - 6:00 pm
Tom Benson Hall of Fame Stadium Club
Hall of Fame Village
2331 17th Street NW, Canton 44708

Obituary



Donald Link Bonk
August 9, 1943 - November 8, 2023

STAR extends heartfelt condolences to Past President Carol Bonk and her family on the passing of her husband, Donald Link Bonk.

For more details, you can find his complete obituary [HERE](#)

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FREE
Annual Event
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& their Families

Breakfast with
Santa

Sponsored by the Stark Trumbull Area REALTORS® Affiliate Committee

Sat, December 9 at Maps Air Museum

2260 International Parkway, North Canton, OH 44720



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of adults and children in your party.

Kids bring your Letters for Santa!

www.STAR.Realtor

Beginning at

9:00 am

Registration

9:30 - 10:30

Hot Breakfast
with Santa

10:30 - 12:00

Crafts, Visit
with Santa



A Note from the CEO

I hope this message finds you well. As we navigate the dynamic landscape of the real estate industry, it becomes increasingly vital for us to stay actively engaged in the direction our association, STAR, is heading. Your involvement is not only welcomed but essential to shaping the future we envision.

I often hear valuable insights and feedback from our members, and it reminds me of a simple truth – if you don't get involved, you can't complain about the path we're on. We want STAR to be a reflection of your aspirations and concerns, and the best way to influence that is by participating actively in our association.

To make this engagement more meaningful, we've established several committees tailored to cater to diverse interests within our membership. Whether you're passionate about legislative matters, community outreach, political advocacy, or nurturing young talent, there's a place for you at STAR. Let me briefly introduce you to some of these opportunities:

1. **Legislative Affairs:** Delve into real estate legislation intricacies, shaping policies that define our industry's future. Educate the membership on political and legislative matters impacting their business, actively promoting issues that affect our communities.
2. **RPAC (REALTOR Political Action Committee):** Support our lobbying efforts for fair housing and champion causes vital to our members.
3. **Community Outreach:** Volunteer your time for a good cause, positively impacting the communities we serve. Spearhead initiatives connecting Stark, Trumbull, and Carroll county communities.
4. **YPN (REALTOR Young Professional Network):** Foster connections among professionals of all ages through education, social events, and community outreach. Develop and empower future industry leaders.
5. **DEI (Diversity, Equity, and Inclusion) – Coming Soon.**



Collene Burgess
Chief Executive Officer

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

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

Your involvement not only enriches the association but also provides a meaningful platform to contribute to the real estate community. If any of these opportunities resonate with you or if you're curious to learn more, please reach out. Email us at info@star.realtor, and our team will be delighted to assist you.

Thank you for being an integral part of STAR. Together, we can propel our association to new heights.



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

Let's talk today.



Welcome:



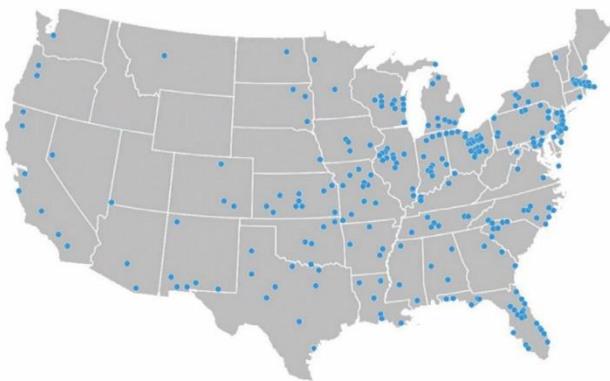
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Contact me to learn more!

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*The required down payment on the buyer's new home is determined on a number of factors, including their age (or eligible non-borrowing spouse's age, if applicable); current interest rates; and the lesser of the home's appraised value or purchase price.

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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, September 21

Thursday, November 30



Sign-Up TODAY!



24 PRESIDENT'S INSTALLATION

January 11, 2024 from 4 pm - 6 pm

Tom Benson Hall of Fame Stadium Club

Hall of Fame Village

2331 17th St. NW, Canton, OH 44708

Park in the Unity Lot, and use the VIP
Entrance to the Stadium Club – Level 6



4:00 pm Tail Gate
CASH Bar

4:30 pm Kick-OFF
Hors D'oeuvres

5:00 pm Half Time
Installation &
Special Awards

6:00 pm Game Over

Put on your STAR Jersey (Business Casual) and JOIN US as we
HAND OFF to the next STAR President, Arden Lingehoel
ALSO PRESENTING our MVP AWARDS to the
REALTOR® and AFFILIATE of the YEAR for 2023
and our 2023 STAR Lifetime Achievement Award!

FREE for STAR Members, and \$15 for Non-Members

Questions? Contact Collene Burgess, STAR CEO
(330) 494-5630 or cburgess@STAR.Realtor



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STAR Membership Report | November 2023

New Salespersons

Autumn Zerbe, *Cutler Real Estate*
Phebie Thompson, *Century21 HomeStar*
Noah Schonover, *Howard Hanna*
Mackenzie Brown, *Keller Williams Legacy Group*
William Cash, *Howard Hanna*
Macy Borota, *BHHS Stouffer Realty*
Ryan Grandon, *Keller Williams Legacy Group*
Mazie Tietze, *Howard Hanna*
Brant Besancon, *Keller William Legacy Group*
Gabriel Pierce, *Stouffer Realty*
Savannah Waffler, *Keller Williams Legacy Group*
Augusto Ramirez, *Re/Max Infinity*

Office Transfers

Greg George, *Relocation One*
Angela Carlile, *Keller Williams Legacy Group*
Victoria LaPlante, *eXp Realty*
Joel Gladysz, *Keller William Legacy Group*
Lorri Amstutz, *eXp Realty*
Gregory Martin, *Keller Williams Chervenik*
Ginger Kuhn, *Keller Williams Legacy Group*
Michael Walls, *Icon Real Estate Services*
Edward VanCise, *Re/Max Infinity*
Rocco Buccasso, *eXp Realty*
Tai Gardner, *Coldwell Banker Schmidt Realty*
Jennifer Wittensoldner, *Re/Max Trends*

Transfers from another Board

Christina Gemmel
Girle Morales
Virginia Rudolphi
Robert O'Bryant
Nicholas Phillips
Daniel Hughes
William Paolillo
Sonja Ezzo
Jonathan Tarczy
Joseph Sabatine
Luke Clay
Kelly Hershberger
Karin Williams
Rawney Trunko
Nayomy Reyes Olmo
Zeddy Monnette
Vera Jane Sulzener
Dave Catauro
Vivian Wagner
Erica Connell

New Affiliate Office

Precision Dwelling Inspections, LLC
Ron Brothers
Frances Brothers

New Affiliate Office

Buckeye State Credit Union *Hartville*
Omran Saleh
DVP Media Solutions, LLC
Brandon Allensworth

Dropped Members

Kinsey Ury
Kyle Thomas
Matthew Mikulin
Lauren Latimer
Breana Hurtt
Jeffrey Starkey
Lindsay Bowen
Jonathan Esber
Devin Lyons
Lisa George
Carie Rivera
Sarah Miller
Kathy Morrow
Daniel Shaker
Alita Fratantonio
Thomas McCauley
Rebecca Thompson
Jessica Storad

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Special Awards Announced!

Each year STAR Recognizes several of our membership for their outstanding efforts and leadership within the organization. Join us at the Presidents Installation event on January 11 when we officially recognize these exceptional members and present their awards.

2023 REALTOR of the Year

Kyle Oberlin

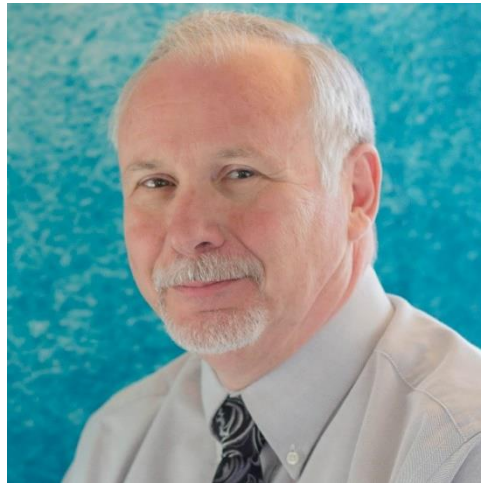
BHHS Professional Realty



2023 Affiliate of the Year

Dave Dolan

*Vice President,
Retail Lending Manager*



2023 Lifetime Achievement Award

Sony Taylor

*Coldwell Banker
Schmidt Realty*



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TODAY!**

The GAD's Corner

Stark Trumbull Area REALTORS® Celebrate Record-breaking Year of Success

As the year draws to a close, Stark Trumbull Area REALTORS® reflect on a phenomenal year of accomplishments and community support. Serving as the Government Affairs Director, I am grateful to have been afforded the opportunity to join such an organization, and it's with immense pride that I share the exciting news of our record-breaking achievements in 2023.

This year has flown by, marked by unparalleled success and the remarkable dedication of our members. I am thrilled to announce that we have raised more funds this year than ever before, thanks to the unwavering commitment and support from our members, partners, and the broader community.

Our success is a testament to the hard work and commitment of everyone involved. Whether through fundraising events, community outreach, or collaborative initiatives, each member of Stark Trumbull Area REALTORS® has played a crucial role in our achievements. Your passion for our mission and the community's well-being has made a significant impact, and I am sincerely grateful for your dedication.

Throughout the year, our organization has been actively engaged in various government affairs initiatives, advocating for policies that promote a thriving real estate market and homeownership opportunities. We've worked closely with local authorities to address pressing issues, contributing to the overall improvement of our community's real estate landscape.

One highlight of our accomplishments is the successful collaboration with local government officials to streamline regulatory processes, making it easier for residents to buy and sell properties. Our advocacy efforts have not only benefited our members but have also had a positive ripple effect on the entire community, fostering economic growth and stability.

As we celebrate the achievements of 2023, it's essential to recognize the collective spirit that defines Stark Trumbull Area Realtors. Your enthusiasm, collaboration, and generosity have been the driving force behind our success. Together, we have not only exceeded our fundraising goals but have also strengthened the bonds within our community.

Looking ahead to 2024, I am confident that Stark Trumbull Area REALTORS® will continue to build on this momentum. Our shared commitment to excellence, community engagement, and advocacy will pave the way for even greater accomplishments in the coming year.

I extend my heartfelt gratitude to each and every member of Stark Trumbull Area REALTORS®. Your support and dedication have been instrumental in making 2023 a truly exceptional year. As we enter the holiday season and reflect on our achievements, let us carry this spirit of collaboration and generosity into the new year, continuing to make a positive impact on the communities we proudly serve.

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Government Affairs Director

Contact for:
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STAR Monthly Market STATS | October 2023

Every month, STAR releases the latest housing statistics, typically around the 16th of the month. Watch for our social media posts for release dates. On our website you can explore historical housing statistics, and find downloadable, shareable infographic assets. [CLICK HERE](#) to check out our Blog, and watch social media for November STATS soon!

Communications Update

Are you getting our emails? If you have unsubscribed from STAR emails, you are missing out on information about Continuing Education, Events, and other important information! If your InBox seems a little light, reach out to STAR Staff so we can update your records!

We are working on an option within our website that will allow the public to easily find our members who speak additional languages. If you speak a language other than English would like to be included in this option, please email Trisha tadams@STAR.Realtor!

If you have Communication Questions, Concerns, or Suggestions email Trisha!

Market UPDATE

STARK COUNTY

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



NEW Listings
475



SOLD Listings
333



Average SALE Price
\$234,407



Average MARKET TIME
27 days

OCTOBER 2023

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Market UPDATE

TRUMBULL COUNTY

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



NEW Listings
217



SOLD Listings
158



Average SALE Price
\$170,698



Average MARKET TIME
40 days

OCTOBER 2023

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Market UPDATE

CARROLL COUNTY

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



NEW Listings
38



SOLD Listings
25



Average SALE Price
\$255,446



Average MARKET TIME
62 days

OCTOBER 2023

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Trisha Adams
Communications Director

Contact for: Website inquiries, Social Media, Communication & Newsletter, Continuing Education, Sponsorship/Advertising, Affiliates, Community Outreach, Norma L Good Scholarship, YPN

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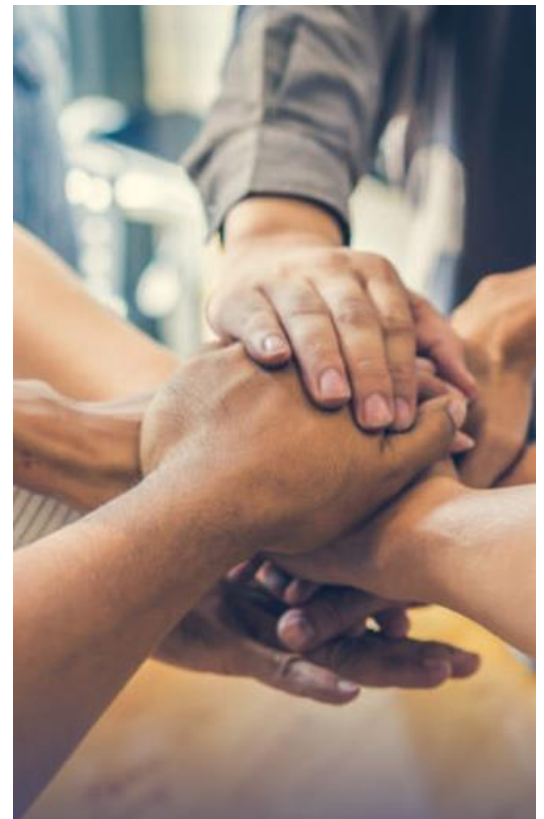
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8 Winter Energy-Saving Tips for a Cozy, Efficient Home

Published November 27, 2023 | [REALTOR Magazine](#)

An El Niño weather pattern is expected this winter, which could bring severe weather to many parts of the country. But cranking up the heat can be a fast-track to high energy bills. After all, heating and cooling account for nearly half of annual energy bills for the average American household, according to Energy Star.

So, before you set that thermostat too high, check out these winter energy-saving tips to help keep your home toasty without breaking the bank. Many of these tips can help you save money and use less energy all year long.

1. Lower the Temperature on Your Thermostat

Why? The Department of Energy says you can save energy costs in the winter by setting your thermostat between 68 and 70 degrees Fahrenheit while you're home—and even less when you're away. Heat loss happens more slowly when the temperature inside your house is low, the department says.

Steps to take:

- Set your thermostat to a low setting that's still comfortable for everyone in your home.
- Keep your thermostat a few degrees lower than normal when you're asleep or out of the house.
- Ensure your thermostat is located in a high-traffic area inside your home and away from areas with temperature extremes, such as near exterior doors, so it can accurately read the temperature. Depending on your thermostat, you can move it yourself or call an HVAC professional for help if needed.
- Consider investing in a smart thermostat to set a schedule and more easily monitor your home's energy usage.
- Consider using small space heaters when you only need to heat a small part of your home.

2. Take Advantage of Natural Heat

Why? Passive heating uses the sun's natural heat to warm up your home. Methods range from opening the blinds to choosing building materials that can trap heat during the day and release it in the evening. Even if your home wasn't intentionally built with passive solar design in mind, you can still use a few low-effort tricks to harness the sun's heat.

Steps to take:

- Open your curtains or blinds during the day to let in the natural heat from the sun.
- Close curtains or blinds at night to help insulate heat.
- Invest in thermal-insulated curtains to help keep warm air from escaping through windows.
- Have ceiling fans rotate clockwise at a low speed to redistribute heat and prevent drafts. Doing so will pull cool air up and move warmer air throughout the room.
- Avoid planting evergreen trees south of your home, where they can block out the sun during the winter.



3. Monitor Energy Usage for Electronics

Why? The Energy Information Administration found that televisions, computers and other electronics—as well as miscellaneous energy uses, including dishwashers and cooking equipment—make up 45.2% of residential energy consumption. Spending more time indoors during the winter can mean more energy usage for making hot chocolate and coffee, watching classic holiday movies and getting cozy under an electric blanket. Don't stop the holiday cheer, but consider a few ways to keep energy usage for electronics down.

Steps to take:

- Set electronics and appliances to low-power or power-saving mode to reduce energy consumption.
- Turn electronics off when you're not using them. If electronics need to be on constantly, set them to low-power mode when you're not using it.
- Unplug devices when you're away from home, especially when leaving for multiple days.
- Plug small electronics into surge protectors or smart plugs to easily turn them off and on.

4. Upgrade Lighting and Lightbulbs

Why? Residential electricity prices in the U.S. grew 10.7% in 2022 and are projected to rise another 4% in 2023, according to the EIA. With these rising prices, additional lights—especially costly holiday strings of incandescent bulbs—will cause an increase in your electricity bill. Choosing LED holiday lights can save you up to 75%, since they use a quarter of the energy incandescent lighting does. Even if you aren't putting up holiday lights, swapping out your home's regular lights for energy-efficient bulbs can help you consume less electricity. LED lights also can last up to 25 times longer than regular incandescent bulbs.

Steps to take:

- Turn off lights when you're not using them.
- Replace lightbulbs with energy-efficient LED or CFL light bulbs.

Energy Savings Tips...continued

- Invest in smart bulbs to put lights on a schedule, monitor usage and easily adjust brightness.
- Use energy-efficient holiday lights and follow the manufacturer's guidelines when stringing multiple strands together.

5. Prioritize Energy-Efficient Choices for Large Appliances

Why? Large appliances, such as washing machines and refrigerators, can consume a lot of energy. The EIA found that refrigerators and freezers were the fifth-largest source of residential energy consumption in 2022. Reducing your usage when possible, using power-saving settings and making energy-efficient upgrades, can keep electricity usage down with these appliances. For example, a household can save about \$450 annually on energy bills when using products with high Energy Star ratings.

Steps to take:

- Wash laundry in cold water and reduce the electricity needed to warm the water when possible.
- Load appliances like washing machines and dishwashers with full loads—but don't overfill them—to maximize energy usage.
- Keep the oven door closed while food is cooking. The heat loss can result in more energy needed to heat the oven.
- Consider using smaller appliances or alternative options whenever possible to reduce energy consumption with large appliances. For example, you can use a slow cooker for some meals instead of the oven, or air dry clothes instead of using the dryer.
- When it's time to replace your appliance, shop for energy-efficient products.

6. Seal Up Air Leaks

Why? Doors, windows and other openings in your home are all potential sources of heat loss—even when closed. According to the DOE, nearly one-third of a home's heat is lost through windows. Sealing air leaks can help your home retain heat, thus keeping everyone comfortable and preventing your heater from working overtime.

Steps to take:

- Do a visual air leak inspection to find apparent signs of leaks. This can include checking for gaps or cracks in existing caulking and weatherstripping or light shining through door and window frames.
- Schedule a professional energy assessor or weatherization technician to do a full inspection for air leaks around the house if you suspect leaks in multiple areas of your home.
- Weatherstrip doors and windows with noticeable drafts and replace old weatherstripping as needed.
- Research DIY window insulation kits to use on your window. These kits can help insulate your windows while still letting in the sunshine.
- Check the attic and basement for air leaks. You can use foam or caulk for small heat leaks, but you may need to call a professional to install or replace insulation for larger leaks.
- Investigate other common spots for air leaks, such as light fixtures, outlets, air conditioning units, utility cupboards and other areas with visible cracks or gaps.
- Insulate pipes to lessen heat loss, help your water heat up faster and prevent burst pipes.
- Keep fireplace dampers closed when you're not using them to avoid inviting in cold air. If you don't plan to use your chimney this winter, seal the chimney flue.

- Lay down rugs on bare floors to help insulate them.
- Schedule a professional inspection if you notice cold air coming through your exhaust fans.

7. Inspect Home Heating Systems

Why? The EIA found that space and water heating were among the four largest categories for residential energy consumption in 2022. Layering up and improving insulation can help keep you warm. But you'll likely still need to use your HVAC system, chimney, water heater and small space heaters to stay warm—especially in areas that need to prepare for blizzards and extreme cold temperatures. Regular maintenance on your home's heating systems can help ensure they operate properly and efficiently.

Steps to take:

- Replace furnace and heat pump filters if you haven't already in the past three months. This will keep them running efficiently and ensure they're clean from pollutants like dust and pet dander.
- Ensure furniture and curtains are not blocking vents and obstructing airflow.
- Schedule a tune-up for your HVAC system if you haven't had one this year or have issues. Common signs can include loud banging or clanking noises, a strong smell or airflow that feels different than normal.
- Arrange for a chimney cleaning if you haven't already scheduled one this year or if you've noticed significant build-up.
- Flush your hot water heater if you haven't already this year to minimize sediment buildup and help it run more efficiently.
- Consider lowering your water heater temperature to 120 degrees Fahrenheit if it's suitable for your household. Water heaters maintain a set temperature all day and continuously cycle on and off. Lowering the temperature can help save on heating bills.
- Investigate if your water heater is a good candidate for insulation. If your



PLATINUM Level



GOLD Level

Huntington Bank
 C. H. Vallos & Associates
 Prime Lending
 Stonegate Title Agency
 Ruoff Mortgage

SILVER Level

2-10 Home Buyers Warranty
 American Title Associates Agency, Inc.
 First Commonwealth Mortgage/Bank
 First Federal Community Bank
 LoanDepot
 MCTV
 Mirabel Promotions
 Rural 1st

BRONZE Level

Beacon Title Agency, Inc.
 Detective Home Mitigation LTD
 Fairway Independent Mortgage - Team Dawes
 Linkhorn Inspection Group
 Pumphrey Hamel Insurance LLC

Energy Savings Tips...continued

water heater's R-value is at least 24 or it feels hot when you touch it, it may benefit from insulation. Check with your utility company and local codes first to see if this is permitted and if your utility company can help with installation.

8. Do a Home Energy Assessment

Why? A home energy assessment involves inspecting each room of your house to identify your home's energy usage and ways to help your home run more efficiently. This is a great step to take if you want to identify the solutions that will impact your home the most. You can do a simple DIY home energy assessment to find issues that are easy to spot, or you can schedule a professional home energy assessment with an auditor who can thoroughly evaluate your home. Having an audit completed by a certified auditor is required for those who want to take advantage of tax credits. An auditor also can help you identify solutions for more complex issues, like if you need to replace the insulation throughout your home.

Steps to take:

- Schedule the inspection as early in the season as possible—try adding it to your fall maintenance checklist—to avoid potential construction or renovation during the winter.
- If you're scheduling a professional audit, check your auditor's credentials. You can find qualified auditors through the Residential Energy Services Network(link is external), your energy company or the Department of Energy's Home Energy Score Program.
- Make a list of potential issues in your home that either you or your auditor can keep top of mind during the assessment. This can include rooms with drastically different temperatures or drafty windows and doors.
- Get a copy of your energy bills to help identify relevant information for the audit. This can include peak usage time in your home, changes in usage between bills and potential causes for spikes or dips (like if you're housing relatives during the holidays or recently replaced old appliances).
- Download an electricity app to monitor your household's energy consumption.

This article was contributed by Courtney Klosterman, a home insights expert at Hippo, a home insurance resource.