



Arden Lingenhoel
2024 STAR President

STAR STARK TRUMBULL AREA REALTORS®

Monthly News

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

President's Message

2024 | May

Do you know who you are meeting at a home showing or listing appointment? Please use FOREWARN and make sure you are safe and as cautious as possible! This tool is a FREE member benefit and can check people out before you meet! If you don't have the app, contact our staff at STAR to get signed up now!

It's Spring, which means we are getting into our RPAC Event Season! Were you happy to be able to work during COVID-19? Did you know that Ohio Realtors was instrumental in leveraging the Governor to make us essential workers? That is a perfect example of what RPAC does for us! I know I would have lost my mind and a lot of money had I not been able to work during that time. How about you? Our Annual Spring RPAC Auction and Dinner is coming up on May 15th, 2024. My wife, Lisa, and I have been going every year since our merger with Trumbull County. It is a blast! Great food, live, and silent auction! Buy your ticket on our STAR Givesmart Auction Site <https://STAR2024.givesmart.com> , or contact Brook Harless gad@STAR.Realtor for help. I hope to see you there!

Want some answers to what is happening with the NAR lawsuit and settlement? NAR has a great site, which is updated with all the recent updates and information. Visit facts.realtor, and make sure you are getting the FACTS for some of your questions. We work hard to keep you in the loop on any changes in our industry. And, as I travel to Washington DC this week to represent STAR, I hope to bring back some valuable info to share.

Breakfast in the Park is fast approaching, and you should plan to attend! This is an annual event at Dogwood Park in North Canton. Our Affiliates and REALTOR Volunteers put on a great breakfast and a plant giveaway. Please register on our website for the food count. Payment is cash at the door. Networking is a good thing to do with fellow agents and affiliates in this industry. You don't know whose help you're going to need or who your next deal might be with. So, let's get out and get to know each other this month!

Those April showers are sure to bring some May flowers! Hope to see you soon! - Arden

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e-mail us TODAY!
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Have you signed up for your FREE STAR Benefit?

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Classes & Events

MAY

- MAY 15 [REGISTER NOW](#)
Spring RPAC Auction | Register 5:30pm, Dinner at 6:00pm
DiLucia's Banquet Center
2610 Elm Rd NE, Warren 44483
- MAY 20 [REGISTER NOW](#)
3 Hour Civil Rights / Liberties CE ZOOM | 1:00 pm - 4:15 pm
ZOOM Class
- MAY 22 [REGISTER NOW](#)
BREAKFAST IN THE PARK | 9:00 am - 10:00 am
Dogwood Park Pavillion
241 7th St NE, North Canton 44720
- MAY 27 STAR Offices Closed for Memorial Day
- MAY 28 [REGISTER NOW](#)
YPN Disco Funk Skate Party
North Canton Skate & Entertainment Center
5475 Whipple Avenue NW, North Canton 44720
- MAY 30 [REGISTER NOW](#)
NEW Member Orientation | 1:30 pm - 3:30 pm
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720
- MAY 30 Call to Sign up! More info on Page 16!
\$50 HEADSHOTS at STAR | 1:30 - 3:30
20 Minute timeslots.
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720

JUNE

- JUNE 19 STAR Offices Closed for Juneteenth
- JUNE 24 [REGISTER NOW](#)
1 Hour Lunch & Learn ZOOM Hybrid | 12:00 am- 1:00 pm
Ohio Issue 2: Recreational Marijuana and how it relates to
Real Estate. ZOOM / In-Person Hybrid. Lunch will be
included for in person attendees.
North Canton STAR Office
7110 Whipple Ave NW, Suite B, North Canton 44720

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NEW Member
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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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A Note from the CEO

At STAR, our mission goes beyond being a professional organization for real estate agents. We believe in fostering a vibrant community where all member's talents and endeavors are celebrated. That's why we're always on the lookout for ways to spotlight our members and showcase their diverse skills and ventures.

In today's ever-evolving real estate landscape, it's essential to recognize the multifaceted nature of our members' lives. Many of you are not just realtors; you're entrepreneurs, visionaries, and innovators in your own right. Whether you run a cozy coffee shop, manage a thriving bar, nurture young minds at a daycare center, or offer exhilarating boat rental services, your side businesses are a testament to your drive and ambition.

In times like these, when the industry presents its unique challenges and opportunities, it's more crucial than ever to support one another. We firmly believe that we can all thrive together by uplifting each other. That's why we're inviting all our members with side businesses to step into the limelight.

If you own a side business or are involved in other entrepreneurial ventures besides real estate, we want to hear from you! Share your list of businesses with us, and we'll feature you prominently in our monthly Newsletter. It's our way of giving back and celebrating your achievements beyond real estate. Please email Collene Burgess at cburgess@star.realtor.

In addition to highlighting our members' successes, we also want to remind everyone about the upcoming deadline for STAR REALTOR Local Dues. These dues play a crucial role in sustaining our organization and supporting the array of services and resources we provide to our members. Your prompt payment ensures that we can continue to serve you effectively and efficiently.

As a friendly reminder, STAR REALTOR Local Dues for the year have been emailed and are due by June 30, 2024. Please look for the corresponding email and ensure timely payment to avoid any disruptions to your membership.



Collene Burgess
Chief Executive Officer

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

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

At STAR, we sincerely appreciate the contributions of each member. Whether you're a REALTOR or an Affiliate with a side business, you are an integral part of our community. Let's continue to shine bright like the STARS we are, illuminating the path to success for ourselves and each other.

While you find the home you love, we're here to help finance it!

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it's time to **PAY YOUR DUES**

how we BILL

STAR bills electronically to the email address on file. If you need to update or verify this information contact our Membership Desk
membership@STAR.Realtor
(330) 494-5630
12:30 pm - 4:30 pm Mon - Fri

how to PAY

From your Invoice

Open the Invoice attached to your dues billing email and scroll down to the bottom for a pay link.

From the MemberPlus App

Open the MemberPlus App on your phone and pay the balance due from the Billing section on the Dashboard.

On our Website

Log in to the InfoHub by clicking on Member Login on our website and pay the balance due.

In Person

Drop payment or mail a check to our STAR Offices.

Mailed payments should be sent to :

Stark Trumbull Area REALTORS
7110 Whipple Avenue NW, Suite B
North Canton, OH 44720

On the Phone

Card Payments can be made over the phone during business hours. A \$5 Administrative Fee will apply to phone payments.



www.STAR.Realtor

DUES BILLING BREAKDOWN

State & National Dues

\$521
Billed Nov 6
2023

Due December 31, 2023

\$25 Late Fee Applies on January 6, 2024
Membership & MLS Access will be suspended
on February 6 for non-payment of dues.

\$295 = Ohio Realtors

\$201 = NAR

\$156 Dues + Mandatory
\$46 Consumer Ad
Campaign Assessment

**\$25 = Optional STAR
RPAC Contribution**

Local (STAR) Dues

\$225
Billed May 6
2024

Due June 30, 2024

\$25 Late Fee Applies on July 6, 2024
Membership and MLS Access will be suspended
on August 6 for non-payment of dues.



SHINE BRIGHT with STAR

STAR RPAC Committee presents our Annual

RPAC Auction & Dinner WED, May 15, 2024

REALTOR® Packages

\$1,000 Major Investor

\$300 PAID BY 5/10/2024 WITH \$700
PAID IN FULL BY THE EVENING OF THE EVENT
Major Investor Package Includes:

Eight (8) Dinner Tickets

1 FREE in 2025 Ticket

Table Sponsor Recognition

Program Recognition

\$150 Capitol Club

MUST BE PAID IN FULL BY 5/15/2024
Capitol Club Package includes:

Two (2) Dinner Tickets

1 FREE in 2025 Ticket



\$40 Dinner IF PAID BY MAY 10, 2024

\$45 Dinner at the Door

Registration begins at 5:30 pm

Dinner & Auction begins at 6:00 pm

DiLucia's Banquet Hall

2610 Elm Road

Warren, OH 44483

LIVE & Silent Auctions

FREE in 2025 Drawing

Drawing for FREE STAR Dues in 2025, a \$225 Value!
ONLY with Capitol Club & Major Investor Packages.

RSVP by 12 pm on Friday, May 10, 2024

Any cancellations not received 24 hours PRIOR
TO the event will be billed the cost of dinner.



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.

**Questions? Contact Government Affairs Director,
Brook Harless GAD@STAR.Realtor**

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Lori Fetter
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Brittany Adams
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OH: MLO-OH.2299851
216.704.0615



Christi Nichols
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OH: MLO-OH.1927253
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Dan Logan
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Sarah Cole
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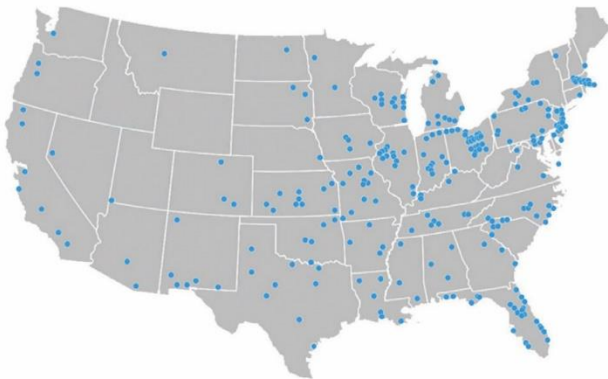
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Orientation,
and take the
guesswork out
of getting started!**

Orientation Dates

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



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Rights of Owning a House*

MONDAY

May 20, 2024

1 PM to 4:15 PM

via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

OPEN TO ALL! *This class meets the
3 Hour State Required CORE LAW
training for Ohio Licences.*

Registration Deadline: Friday, May 17.

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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STAR Membership Report | APRIL 2024

New Salespersons

Shawna McCaman, *BHHS Stouffer Realty*
Emma Barrett, *Re/Max Edge*
Chad Lee, *KW Legacy Group*
Denise Crawford-Lawrence, *Lawrence Realty*
Thomas Puangchinda, *Coldwell Banker*
Tracy Whaley, *KW Legacy Group*
Damiano Tassone, *KW Legacy Group*
Soterea Rains, *Coldwell Banker*
Jarrett Blair, *BHHS Professional*
Jack Davis, *KW Legacy Group*
Allison Darr, *KW Legacy Group*
Zachary Beal, *Re/Max Crossroads*
Tamela Wurgler, *High Point Estate*
David Childers, *BHHS Stouffer Realty*
Nancy Isla, *Howard Hanna*
Peter Holman, *KW Chervenik*

New Salespersons...Continued

Lynn Holman, *KW Chervenik*
Michael Tyler Miller, *E-merge Champions*
William Depiore, *BHHS Stouffer Realty*
Briena Flood, *KW Legacy Group*
Zachary Dimmerling, *KW Chervenik*
Candi Willoughby, *Cutler Real Estate*

Office Transfers

Tony Formisano, *Re/max Infinity*
Phebie Thompson, *BHHS Stouffer Realty*
Krista Hoover, *Real Brokerage Tec*
Carlann Freeborn, *Real Brokerage Tec*
Tiffany Rosegreen, *KW Legacy Group*
Sharon Ruggiero, *McDowell Homes*
Stephen Ford, *Great Move Realty*
Aundrea Stutler, *Real Brokerage Tec*
Cierra Jones, *Real Brokerage Tec*

Transfers from another Board

Veronica Day

Dropped Members

Robert Princehorn
Rene McCarthy
Heather Quinby
Peyton Wentzel
Gregory Martin
Diane Lagrou
Charles Boone
Serreda Clark
Ashton Sauders
Sarah Lecomte
Heather Carter

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Stark Trumbull Area REALTORS®
& the STAR Community Outreach Committee

ANNUAL *Breakfast in the Park*



PLATINUM Sponsors



WEDNESDAY May 22 at 9am

Dogwood Park Shelter

241 7th Street NE, North Canton, OH 44720

\$5 Entry

WITH Canned Good Donation

\$7 Entry

WITHOUT Canned Good Donation

Your donation of canned food benefits the *Warren Family Mission* and the *Stark County Hunger Task Force*

Questions? Contact Trisha Adams
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Please RSVP on our Website TODAY for Food Count. Entry Fee is CASH at the Door!

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LET'S ROLL!

DISCO FUNK SKATE PARTY

Tuesday, May 28th

4:00 pm - 7:00 pm at

North Canton Skate & Entertainment Center
5475 Whipple Ave NW, North Canton OH 44720

GAMES to Include:

Limbo, Speed Skating,
Couples Skating, Backwards
Skating, and 4 Corners

FREE Registration

for STAR Members

\$15 for Non-Members

FREE FOOD & Desserts!

*ADULTS ONLY. Concessions Available.
Skate Rental Fee is NOT included with
Registration. Guests Renting Skates will pay
\$3.50 for Skates or \$5.00 for Roller Blades.*

*Questions: Contact Candice
membership@STAR.Realtor or 330.494.5630*



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OHIO ISSUE 2

**Recreational Marijuana in Ohio
and how it relates to Real Estate**

**1 Hour Hybrid Lunch & Learn
In Person and via ZOOM**

with Scott Zurakowski of KWGD Attorneys at Law

MON June 24, 2024

Beginning at NOON

Lunch Provided for In Person Attendees

FREE for STAR Members

\$15 Non-Member Registration

Stark Trumbull Area REALTORS®

7110 Whipple Avenue NW, Suite B

North Canton, OH 44720



**Lunch Sponsored and
Provided by: OHIO RRC**

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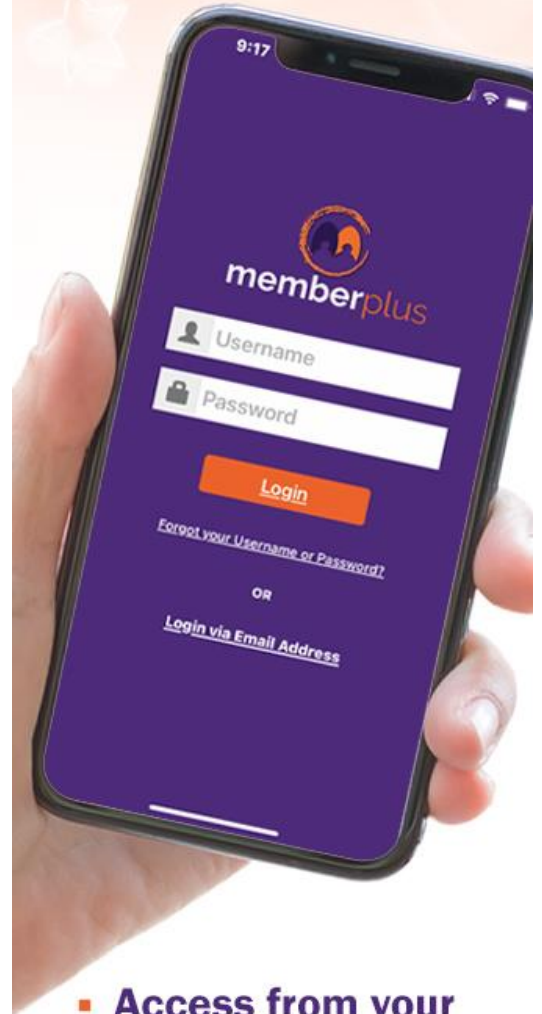
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- **Pay Dues & Fees**
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- **Download Forms**

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TODAY!**

The GAD's Corner

April was a bustling month for us! We extend our gratitude to all who joined us for our Treasury Talk featuring Ohio Treasurer of the State, Robert Sprague. With a packed house, we were thrilled to also welcome the new CEO and President of MLS Now to the event!

During the Treasury Talk, Treasurer Sprague delved into the details of the HomeBuyers Program he initiated alongside EcoLink. For those interested in learning more about these programs, further information can be found on his website at tos.ohio.gov.



A Packed House at STAR with Treasurer of the State Robert Sprague



STAR Staff and Legislative Committee Members at REALTORS at the Rotunda in Columbus

Ten of us had the privilege of attending Realtors at the Rotunda in Columbus, where we had discussions with legislators on our policy stances. Among the topics discussed were:

- **Senate Bill 192: Addressing the need for oversight of Real Estate Wholesaling**
SB 192 endeavors to shield homeowners from predatory practices by granting oversight of wholesaling activity to the Division of Real Estate and Professional Licensing. It also mandates wholesalers to disclose their intentions to property owners before entering contracts.
- **House Bill 466: Mandating agency representation agreements**
HB 466 seeks to establish a uniform standard for written agency agreements within the real

estate industry. This move aims to enhance transparency, ensuring consumers have a clear understanding of brokerage services and commission structures.

- **House Bill 238: Occupational Licensing Review**

HB 238 endeavors to simplify the process of becoming a real estate broker in Ohio by removing unnecessary barriers and reducing costs. The legislation abolishes the requirement for real estate schools to offer college credits, fostering competition among education providers and aligning Ohio's education costs with those of neighboring states. Furthermore, it facilitates the transition from real estate salesperson to broker by eliminating the prerequisite of obtaining an associate degree before obtaining a broker's license.

- **Addressing the Housing Inventory Crisis**

Mark your calendars for our Annual Spring RPAC Auction and Dinner in Warren on May 15th! This promises to be a memorable event filled with a delectable buffet from DiLucia's and lively auctioneering by Dutton's. Ohio Realtors 2024 President, Ali Whitley, will also be speaking about the latest developments at Ohio Realtors. Tickets are available on our Givesmart Auction Site <https://STAR2024.givesmart.com>. We eagerly anticipate seeing everyone there and having an array of fantastic baskets up for auction, ranging from an Evening with a Gentleman to packages featuring nine different golf courses, and more!

Keep an eye out for upcoming discussion panels featuring candidates from the county to state level and beyond throughout the summer!



Brook Harless
Government Affairs Director

Contact for:
Government Affairs, RPAC, Legislative Committee

GAD@STAR.Realtor

Office: (330) 494-5630
Mobile: (330) 284-5979

NEED A Headshot?

We are thrilled to work with our Affiliate **Brandon Allensworth of DVP Media Solutions**, who is offering \$50 headshots exclusively to STAR Members. Call or email Trisha to sign up | tadams@STAR.Realtor or (330) 494-5630

We will have 7 - 20 minute time slots on May 30, 2024 beginning at 1:30. New Member Orientation attendees can leave to get there photo during the orientation if necessary. We **MUST HAVE** 4 sign-ups to keep this event!

GOLF

OUTING

AUGUST 12, 2024
at Tamer Win Golf & Country Club

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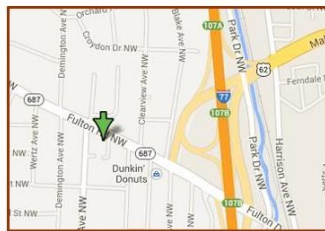
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Optimistic Vision Steadies Your Brokerage During Change

Published REALTOR Magazine April 29, 2024 | By: Nicole Slaughter Graham

Brokers should model the traits they want their agents to have when moving forward in a new industry order.

It's healthy to talk openly about the challenges and changes occurring in the real estate industry, but getting stuck on them is not. The moment is ripe with opportunity despite the initial discomfort of a new order in the profession following the National Association of REALTORS®' settlement agreement. But "where there's change, there's always significant margin," Peter Sheahan, a C-suite advisor and entrepreneur, told attendees at NAR's REALTOR® Broker Summit in San Diego.

Whether or not leaders reap the benefits of that margin is directly tied to their propensity for honesty, ability to adapt and willingness to lead with optimism, Sheahan added.

The reality, he said, is that talking in a loop about what has changed or is changing in the industry is not the same thing as accepting those changes. And acceptance of change is the only thing that will enable leaders to move forward. Sheahan used the tumult caused by the Sitzer-Burnett case as an example but noted that the settlement gives some clarity to what change will look like.

He said industry leaders like executives and brokers are tasked with reflecting on what's different now, using the clarity provided by the settlement to create a plan of action.

Question Your Assumptions

The mindset of "this is how it's always been done" is detrimental for a leader, Sheahan said. "You don't want to shoehorn the past into the future."

He challenged brokers to collaborate with each other on areas of their businesses where they might be making assumptions about how things need to be done. Instead, Sheahan said, it's important to take a step back from time to time and look at things objectively. It's only when leaders are willing to challenge their own assumptions that they can make progress on systems and ways of doing things that are no longer working.

Now is a great time for real estate leaders to challenge themselves to let go of resistance to the changes that are inevitable and look instead at the possibilities. "Your value proposition, in many cases, relies on your ability to lead through the change rather than waiting," Sheahan said.

Sheahan urged leaders to see the current uncertainty in the industry as an opportunity for growth, noting that agents are likely to be attracted to leaders who are creating the future rather than holding onto the past. He noted that brokers would be wise to prepare now for the changing compensation model rather than waiting until things feel like "they're on fire."

"You do not want to spread anxiety and fear," he said. "You have an obligation to be operating from burning ambition rather than a burning platform."



Take Responsibility and Lead

Leaders often don't realize that the people surrounding them are watching their every move. Sheahan used an experience from his own business as an example: He wanted to go home after a holiday party, but he was waiting on his staff members to leave first. A trusted staffer let him know that everyone was staying because Sheahan was still present. Sheahan says he didn't believe the staffer but decided to test what she said. Once he left the party quietly, many of the staff members started leaving as well.

The test was a moment of clarity for him. Once he realized his influence as a leader, he resolved to lean into soliciting feedback from his employees on how he could do so. He encourages brokers and real estate leaders to do the same. "Your agents will respond. They're looking to you for direction," Sheahan said.

He stressed the importance of brokers being willing to figure out what their agents need and align those needs with their leadership style. He also spoke in depth about the importance of brokers leading with a mindset that aligns with their business goals. "Your job is to set the tone, and you should set a tone of optimism. If you are the leader in optimism, your agents will follow."

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Monthly Market STATS

March 2024

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

Market UPDATE

STARK COUNTY

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



NEW Listings
396



SOLD Listings
344



Average SALE Price
\$225,347



Average MARKET TIME
32 days

MARCH 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
185



SOLD Listings
187



Average SALE Price
\$160,165



Average MARKET TIME
48 days

MARCH 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
30



SOLD Listings
14



Average SALE Price
\$263,083



Average MARKET TIME
59 days

MARCH 2024

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