



# STAR STARK TRUMBULL AREA REALTORS®

## Monthly News

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

### President's Message

2024 | June

Arden Lingenhoel  
2024 STAR President

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Welcome to Summer, fellow REALTORS®!

I hope you're all doing well in this challenging market with low inventory and high interest rates. Just a quick reminder: we're now at nearly normal interest rates.

It seems the negative talk about big changes in our industry has calmed down. It's natural for people to worry initially, but it's great to see everyone adjusting and feeling positive about it.

We had a fantastic RPAC fundraiser in Trumbull County, and I can't wait for our upcoming Stark County event; Get ready for another fun-filled Family Feud! Our RPAC funds have been instrumental in keeping real estate at the forefront of driving our economy.

On a personal note, I had a blast at a roller skating event hosted by the YPN Committee at the North Canton Skate Center. I was a bit wobbly at first, but as I skated more, my confidence grew! It was just like riding a bike. Huge thanks to the YPN Committee for organizing such an awesome evening!

Please make sure to keep attending our board's events! As experienced real

estate professionals, we know the importance of connecting with fellow REALTORS®. Doing business with someone you know and trust is always smoother. Keep up the amazing work! Get involved with STAR, and you'll see the rewards!

Arden

#### Contact Us

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**GOLF**  
OUTING  
AUGUST 12, 2024  
at Tamer Win Golf & Country Club  
SAVE THE DATE!

# Classes & Events

## 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

## JULY

- JULY 4-5 STAR Offices Closed for Independence Day
- JULY 13 Sophie Bowl - [Sign up to GIVE BLOOD HERE](#)  
Community Outreach Collaboration with In Your Shoes.  
Give Blood to Save Lives!
- JULY 23 [REGISTER NOW](#)  
3 Hour CE Class | Broker Manager ZOOM
- JULY 24 [REGISTER NOW](#)  
Legislative Panel at North Canton Office

## AUGUST

- AUG 1 STAR Habitat for Humanity Build  
More Information to Come
- AUG 6 [REGISTER NOW](#)  
Trumbull Shaker at Cork & Cap in Warren
- AUG 12 GOLF OUTING  
More Information to Come
- AUG 22 MORTGAGE 911 CE CLASS  
More Information to Come

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



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## A Note from the CEO

STAR is collaborating with our legal counsel to update our Buyer Agency Agreement. Additionally, Ohio REALTORS offers a Buyer Broker Compensation Agreement that you may find helpful. Below, you will find the latest guidance from NAR's Chief Legal Officer, Katie Johnson on the "Guide to Written Buyer Agreements" and new FAQs. For the most current information on the NAR settlement, please visit [facts.realtor](https://facts.realtor) regularly.

*"As part of NAR's commitment to help REALTORS® navigate the changes required by the recent settlement agreement, we are writing today to let you know that we have created a new resource for one of the key practice changes required by the settlement and updated the FAQ on [facts.realtor](https://facts.realtor) with helpful new information.*

*Guide on Written Buyer Agreements: Beginning August 17, 2024, a buyer representative "working with" a buyer will be required to enter into a written agreement with the buyer prior to touring a home, including both in-person and live virtual tours. This resource provides information about what provisions must be included in the written agreement pursuant to the NAR settlement. The guide is available here on our centralized website for information on the settlement, [facts.realtor](https://facts.realtor).*

*FAQ Updates: We have added new material and made updates to the FAQ on [facts.realtor](https://facts.realtor). The new material provides further clarity on issues including steering (questions 46-49) and written listing agreements (questions 50-53). The format of the FAQ has also been updated to better display the timing of the latest updates.*

*We will continue to provide new and updated resources to help our members prepare for and navigate the changes required by the proposed settlement. You can always find the latest information and resources on the settlement at [facts.realtor](https://facts.realtor)."*

On another note, please watch your email for upcoming applications for Board of Directors positions. We have one seat opening for a REALTOR Director and



**Collene Burgess**  
**Chief Executive Officer**

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Media Relations

[cburgess@star.realtor](mailto:cburgess@star.realtor)  
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an Affiliate Director, with terms beginning on January 1, 2025. Additionally, we will send out nomination forms for the Lifetime Achievement Award, REALTOR of the Year, and Affiliate of the Year. This information will be distributed to the membership during June and July. This is an excellent opportunity to get involved with the association and make your voice heard.

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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**

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NMLS: 2299851  
OH: MLO-OH.2299851  
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**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**



**Sarah Cole**  
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OH: MLO.021156.003  
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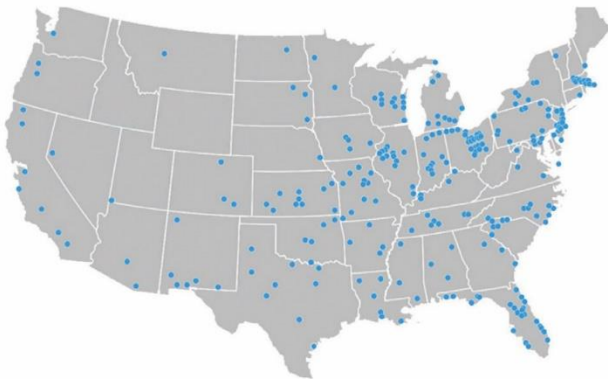
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Loan Officer  
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OH: MLO.055644.000  
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# CONTINUING EDUCATION

## 3 Hr Broker / Manager Responsibilities CE



*"9 Vital Secrets of Ohio Law Regarding the Real Estate Broker Responsibilities"*

**TUESDAY**

**July 23, 2024**

**9:00 am - 12:15 pm**



Virtual Class  
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OPEN TO ALL! *This class meets the 3 Hour State Required Broker/Manager Responsibility training. For all other licensees, this class will give you 3 Hours of Elective Credit.*

Registration Deadline: Monday, July 22

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

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

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# STAR Membership Report | MAY 2024

## New Salespersons

Roscoe Chaney, *Real Integrity R.E.*  
Joseph Evans, *KW Legacy Group*  
Kathleen Brindley, *Carol Goff & Ass.*  
Madison Lowe, *Kiko*  
William Hughes, *KW Legacy Group*  
Shartara Miller, *BHHS Stouffer Realty*  
Brittany Wade, *EXP Realty*  
John Ehman, *Cutler Real Estate*  
Julia Collins, *eXp Realty*  
Charise Powers, *BHHS Stouffer Realty*  
Devon Coffelt, *KW Legacy Group*  
Rich Leone, *KW Legacy Group*  
Dylan Brenner, *BHHS Stouffer Realty*  
Stacy Corp, *Re/Max Edge*  
Danielle Boosz, *DeHoff Realtors*  
Mason Morrison, *Howard Hanna*  
Michelle Goodwin, *BHHS Stouffer Realty*  
Riley Gump, *Howard Hanna*

## Office Transfers

Michael Ranalli, *McDowell Homes*  
Katie Veal, *McDowell Homes*  
Melissa Kaufman, *McDowell Homes*  
Cierra Jones, *McDowell Homes*  
Ashley Hershberger, *eXp Realty, LLC*  
Alisha Johnson, *BHHS Stouffer Realty*  
Justin Sumption, *eXp Realty, LLC*

## Transfers from another Board

Jonathan Dallas

## New Affiliates

Stark County Recorder  
Jamie Walters  
  
OHIO A.S.H.I.  
Jerry Salontay

## Dropped Members

Cheryl Orin Forrer  
Elizabeth DeChellis  
Omari Robinson  
Shirley Dietelbach  
Rebecca Kline  
Daniel Jendrisak  
Jennifer Tausch  
Julia Collins  
April Cheney  
Paul Simon  
Brandon Moherman  
Forrest Kobayashi  
Mary Rossi  
John Rossi  
Michael Brockett

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STARK TRUMBULL AREA REALTORS®

# Discussion Panel



**Richard Regula**  
Stark County  
Commissioner



**Alan Harold**  
Stark County  
Auditor



**Jamie Walters**  
Stark County  
Recorder

Join us for an insightful discussion panel hosted by STAR's Legislative Affairs Committee. We'll explore important matters and engage in meaningful conversation.

**FREE Event for STAR Members**  
**Light Snacks & Drinks Provided**  
**Limited Seating - Sign up TODAY!**

**WEDNESDAY July 24th, 2024**  
**from 10:00 am - 11:00 am**  
**STAR North Canton Office**  
7110 Whipple Avenue, NW, Suite B  
North Canton Ohio, 44720

QUESTIONS? Contact Brook Harless  
STAR Government Affairs Director  
GAD@STAR.Realtor | 330.494.5630

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This Event is brought to you  
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# Shaker

**5:00 pm - 7:30 pm**

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## **Rumble in Trumbull**

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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**



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## Special Awards!

Each year STAR Accepts nominations for several Special Awards. If you or someone you know is deserving of one of these Prestigious Special Awards, just click the images (or the links below) to fill out our SIMPLE Online Form!

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- STAR REALTOR of the Year
- STAR Affiliate of the Year

**[CLICK HERE](#) to fill out the online form for our:**

- STAR Lifetime Achievement Award

Contact Collene with Questions or if you want to know more!

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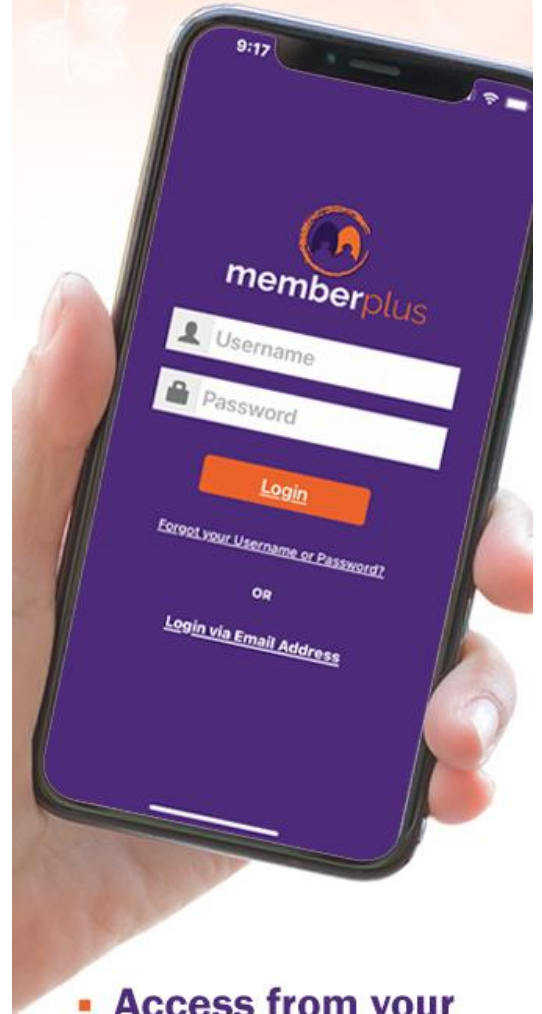
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# The GAD's Corner

We had a busy month! Our RPAC Auction and dinner at DiLucia's was a great success. Thanks to everyone who attended, sponsored, and contributed baskets. Special thanks to our auctioneers Jared Dutton, Joel Dutton, and Jack Davis for their outstanding work. We were honored to have OR President Ali Whitley, District 3 VP Rebecca Donatelli, MLS.Now President Garry Marsoubian, and MLS.Now COO John Kurlich speak at the event.

REMINDER: Early voting has started for the Special election in the Congressional 6th District! Don't forget to exercise your right to vote! EVERY. VOTE. COUNTS.

Mark your calendars for our next RPAC function, The Realtor Feud, on August 29th. This year, we're opening it to more teams due to last year's high demand.

Our Legislative Affairs committee is organizing candidate forums and county discussion panels for this summer! The first one is July 24th at 10am at our Canton location at 7110 Whipple Ave NW, Suite B. This panel discussion will feature updates going on in the county with speakers Stark County Commissioner Richard Regula, Stark County Auditor Alan Harold, and Stark County Recorder Jamie Walters. Be on the lookout for the flyer with all the details! This event is free for all members!

On May 1, the Ohio Township Association Executive Director testified before the Joint Property Tax Study Review and Reform Committee about proposed changes to property taxes. SB 245, which revises laws governing real property, was referred to the Senate Committee on Housing. This committee will study Ohio's property tax system and make recommendations to the General Assembly. Since townships rely on property taxes, any changes could impact their revenue streams.

At our Legislative Meetings in DC, we discussed several key issues:



*A Happy Group of Attendees at the RPAC Auction in Trumbull County*

- Challenges faced by veteran homebuyers: Buyers using a VA loan cannot directly compensate their professional representative, putting them at a disadvantage. We advocate for a Department of VA rule change to address this issue.
- The upcoming expiration of the Tax Cuts and Jobs Act in 2025 could lead to a tax increase for many Americans.
- Enacting strong tax incentives to increase home availability, such as the More Homes on the Market Act and tax incentives for small investors to sell rental homes to owner-occupants.
- Providing assistance to help families save for a down payment, including tax deductions for contributions to a Home Purchase Account (HPA) for first-time buyers.
- Offering a homeownership tax credit for non-itemizers to make home purchases more affordable.

From updating tax laws to addressing America's housing shortage, ensuring equal access to professional representation, and supporting fair housing, our attendees at the Legislative and Political Forum and Advocacy Scoop learned how Realtors® are leading efforts to expand homeownership and revitalize communities.

Additionally, the Bipartisan Congressional Real Estate Caucus launched this month to enhance communication between Congress and industry experts and promote policies that support homeownership and property rights.



**Brook Harless**  
*Government Affairs Director*

Contact for:  
Government Affairs, RPAC, Legislative Committee

[GAD@STAR.Realtor](mailto:GAD@STAR.Realtor)

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

# It's Election Time!

It's Election time at STAR and we want to hear from you! Click the image below and fill out the form to be considered for one of the available positions on the STAR Board of Directors!

Contact Collene with Questions or if you want to know more!

[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor) or (330) 494-5630



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## calling all LEADERS!

It's **ELECTION TIME** at STAR, and we want to hear from you!

To be considered for a position on the STAR Board of Directors, click the link and complete the application form.

### want to know more? Lets TALK!

Collene Burgess, STAR CEO  
[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor)  
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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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## Sign-Up TODAY!



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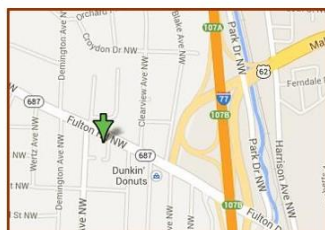
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# Veterans Affairs Signals Temporary Suspension of Buyer Agent Payment Ban

Published REALTOR Magazine May 22, 2024 | By: REALTOR® Magazine Staff

**Official says the department will temporarily allow VA buyers to directly compensate their agent.**

The Department of Veterans Affairs plans to temporarily lift its ban on buyers directly paying for professional real estate representation until the agency deems it necessary to engage in a formal rulemaking process, a VA official said Tuesday at a Mortgage Bankers Association conference in New York.

Although not an official announcement, the comments from VA Deputy Director of Policy Michelle Corridon were met with relief from the real estate industry, as the VA's home loan guaranty is the only loan program with this explicit prohibition. Veteran buyers have limited options in situations where the listing broker makes no offer of compensation to the buyer broker, potentially leaving veterans without professional representation or forcing them to switch to less favorable loan products.

"NAR launched an all-hands advocacy effort on this issue, meeting with VA officials, engaging with lawmakers and rallying our industry partners to ensure this prohibition was lifted," says Shannon McGahn, chief advocacy officer at the National Association of REALTORS®. "This is also a testament to the thousands of REALTORS® who came to Washington just a few weeks ago with a unified message. Without this change, thousands of veteran buyers could be denied access to professional representation in their pursuit of the American Dream of homeownership. Taking this extra step ensures veterans have the same opportunity as others to compete in a tight housing market. We applaud the VA for recognizing this danger and acting swiftly to protect veterans."

The VA's current policy states that veteran buyers who are using their VA loan benefit "may not, under any circumstances, be charged a brokerage fee or commission in connection with the services" of a real estate professional. That policy may create complications for these buyers in light of the practice changes required under NAR's proposed settlement agreement. The practice changes prohibit listing brokers from making offers of compensation on the MLS. They also require MLS participants working with a buyer to enter into a written buyer agreement with their



clients that outlines the amount of compensation the buyer representative will receive and how this amount will be determined.

NAR submitted a letter to the VA in late March, urging a policy change to ensure veterans maintain their access to the VA home loan program, which has been a significant tool in helping service members achieve homeownership.

"In situations where no offer of compensation is offered from a seller, VA buyers are immediately at a disadvantage, potentially forcing them to forego professional representation, lose a property in an already limited inventory, choose a different loan product or exit the market entirely," the letter read. "The VA home loan guaranty program is a vital homeownership tool that provides veterans with a centralized, affordable, and accessible method of purchasing homes as a benefit they earned for their service to our nation. NAR wants to ensure that VA buyers remain active participants in the real estate market to achieve the American Dream of homeownership."

A photograph of several hands of different skin tones stacked together in a circle, symbolizing teamwork and community. The background is a blue and white geometric pattern with stars.

**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**

# STAR AFFILIATES

Your Partners in Business

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Pumphrey Hamel Insurance  
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## BRONZE Level

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

## Monthly Market STATS

April 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

**SELL** NEW Listings  
487

**SOLD** Listings  
357

Average SALE Price  
\$223,564

Average MARKET TIME  
28 days

APRIL 2024

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## Market UPDATE

### TRUMBULL COUNTY

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

**SELL** NEW Listings  
207

**SOLD** Listings  
172

Average SALE Price  
\$184,338

Average MARKET TIME  
46 days

APRIL 2024

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## Market UPDATE

### CARROLL COUNTY

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

**SELL** NEW Listings  
29

**SOLD** Listings  
16

Average SALE Price  
\$253,500

Average MARKET TIME  
36 days

APRIL 2024

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