



STAR Monthly News

STARK TRUMBULL
AREA REALTORS®

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

President's Message

2024 | July

Arden Lingenhoel
2024 STAR President

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WOW! It's hard to believe we are in mid-summer! Time flies when you're having FUN!

Speaking of fun, I was graced by our Board of Directors at our farm in Louisville for our June Board meeting. My amazing wife and son made a great brunch, and we had a beautiful farm backdrop for our meeting. We took a tour of the farm and tried to pet the cows, ducks, cats, and dog... but only the cats wanted everyone's full attention! Thank you to the 2024 STAR Board of Directors and Staff!

Speaking of the Board of Directors, if you would like to throw your hat in the ring, now is the opportunity. Please call our office and request a form. I can say it is a rewarding and learning experience!

Coming up are some great mingling events. First, the RPAC Fundraiser "Family Feud" is a very fun and exciting event. Get your team together and be a part of the action! Also, "R" Day is coming up in October, which is our Board's annual convention for getting our Affiliates together with our Agents! You will also get a fabulous lunch and FREE CE!

Let us remember that part of our business will be transforming to signing Buyer Broker Agreements. NAR is saying that by August 17th, we need to have this in place. We at STAR are going to have some sharing of ideas from our Brokers as to how they are going to deal with the transition. Stay tuned for more info.

Enjoy the month of July!

Arden

Classes & Events

JULY

- JULY 13 GIVE BLOOD at Sophie Bowl – [Sign up to GIVE BLOOD HERE](#)
Community Outreach Collaboration with In Your Shoes. Give Blood to Save Lives!
- JULY 23 [REGISTER NOW](#)
9:00 am via ZOOM
3 Hour CE Class | Broker Manager ZOOM
- JULY 24 [REGISTER NOW](#)
10:00 am Legislative Panel at North Canton Office
7110 Whipple Ave NW, Suite B, North Canton 44720

AUGUST

- AUG 1 STAR Habitat for Humanity Build
email [Trisha](#) if you want to be on the Build Team!
- AUG 6 [REGISTER NOW](#)
5:00 pm Trumbull Shaker at Cork & Cap in Warren
3225 Elm Rd NE, Warren 44483
- AUG 12 [REGISTER NOW](#)
9:00 am Shotgun Start Golf Outing at
Tamer Win Golf & Country Club
3020 Niles Cortland Rd NE, Cortland 44410
- AUG 14 [REGISTER NOW](#)
2:00 pm Broker Panel Q&A Hybrid to discuss NAR Settlement
North Canton Office
7110 Whipple Ave NW, Suite B, North Canton 44720
- AUG 22 MORTGAGE 911 CE CLASS
11:00 am at the North Canton STAR Office
More Information to come – watch your Email!
- AUG 29 [REGISTER NOW on our Event Site](#)
STAR RPAC Event Family Feud

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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

Summer is flying by, and it's hard to believe the 4th of July is already upon us. Here at STAR, we have an exciting lineup of events in the coming weeks.

On July 24, we're hosting a compelling panel discussion with Regula, Harold, and Walters, who will delve into important legislative matters.

Mark your calendars for August 12, when the Affiliate Committee will host our first golf outing in years. It's sure to be a fantastic day of networking and fun.

Then, on August 14, we'll have a Broker/Manager Discussion Panel to prepare for the upcoming NAR Settlement changes on August 17. This is a crucial event you won't want to miss.

Keep an eye on our Newsletter and the STAR Mid-Month Power Punch for all the details on these great events. We look forward to your participation to help make these events a success and to strengthen our Association.



Collene Burgess
Chief Executive Officer

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

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



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

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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
via ZOOM

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

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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Instructor: KATIE McCARTNEY
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OH: MLO-OH.2299851
216.704.0615



Christi Nichols
Senior Loan Officer
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Josh Pick
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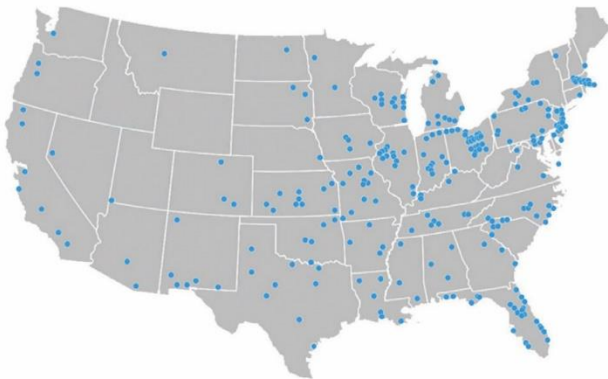
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Orientation Dates

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



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GOLF OUTING

MON Aug 12, 2024

8:00 am Registration / Check-In

9:00 am Shotgun Start

Tamer Win Golf & Country Club

3020 Niles Cortland Rd NE

Cortland, OH 44410

\$100 SINGLE GOLFER

\$350 FOURSOME

Price will include:

- 18 holes at Tamer Win Golf and Country Club
- 2 Drink Tickets Per Golfer
- 1 Mulligan Per Golfer
- Lunch & Dinner After Event

Skins Available \$20 / Team

Mulligans \$5 each

50/50 Raffle at Check-In

Questions? Reach Out to STAR Staff

(330) 494-5630 or info@STAR.Realtor

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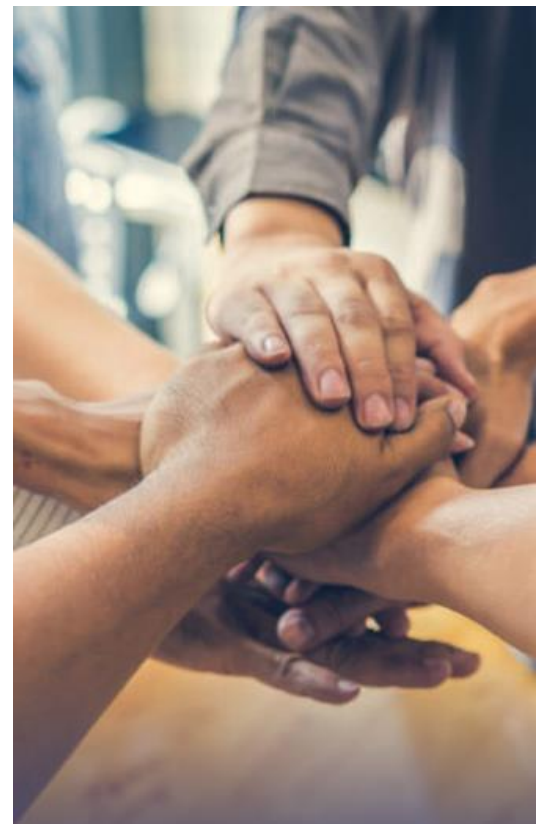
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- 03 **EDUCATION EXCELLENCE**
12+ free member benefit webinars, and learn from CRS certified instructors in various formats
- 04 **JUST IN TIME INFORMATION**
Stay in-the-know with The Residential Specialist, member-sourced magazine and complimentary subscription to Inman Select

<https://crs.com/membership>



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STAR Membership Report | JUNE 2024

New Salespersons

Tommiseana Martinez, *BHHS Stouffer Realty*
Alyssa Garcia, *KW Legacy Group*
Michelle Swogger, *BHHS Stouffer Realty*
Anestis Kalagidis, *Cutler Real Estate*
Zoey Minard, *ProHelp Kelly R. E.*
Ashley Kaufman, *McDowell Homes*
Austin Smith, *Howard Hanna*
Jacquelynn Jones, *KW Legacy Group*
Jacob Smith, *BHHS Stouffer Realty*
Mary Rodenbucher, *eXp Realty*
Robert Criswell, *KW Legacy Group*
Kaitlin Taylor, *Coldwell Banker Schmidt Realty*
Malinali Galdamez, *BHHS Stouffer Realty*
Adriana Downing, *BHHS Stouffer Realty*
Makayla Stoffer, *KW Legacy Group*
Begad Elbanoby, *KW Legacy Group*
Michelle Merando, *BHHS Stouffer Realty*
Erica Cunningham, *RE/MAX Crossroads*
Zoe Lapidakis, *KW Legacy Group*
Marina Mears, *EXP Realty*
George Price, *BHHS Professional*
Marianne Simcox, *KW Legacy Group*

Office Transfers

Ethan Rebuck, *Cutler Real Estate*
Victoria Laplante, *Real Brokerage Tech*
Samantha Talbot, *BHHS Stouffer Realty*
Connie McCarty, *Real Brokerage Tech*
Aundrea Stutler, *McDowell Homes*
Nancy Farber, *eXp Realty*
Nancy Mills, *Real Brokerage Tech*

Transfers from another Board

Joey Raudebaugh
Matthew Wasilk

Dropped Members

Peter Sfikas
Annette Cannone
Breann Bianco
Timothy Hopkinson
Michael Hatfield
Brittany Gage
Johanna Ware
Lori Wadlington
Patricia Cole
Lisa LeMon
Cierra Jones
Adrianna Brenner
Ryan Grim
Veronica Knight
Virginia Bond
Gina Shutrump

Dropped Members...continued

Autumn Starcher
David Geig
Robert Varner
Morgan Stuart
Tiffany Adams
Lyndsey Wade
Thomas Mehaffie
Dominic Kail
Talia Powell
Devon Coffelt
Bety Niebel
Alicia Garner
Natalie Stryffeler
Colene Stryffeler
John Kiko Jr.

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FOREWARN, Supra, YPN Committee

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STARK TRUMBULL AREA REALTORS®

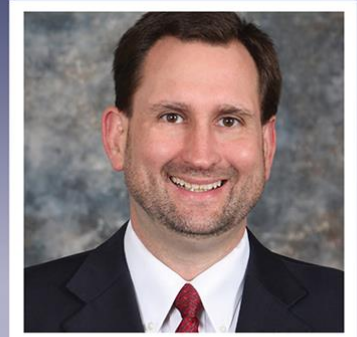
Discussion Panel



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

www.STAR.Realtor

This Event is brought to you
by the Stark Trumbull Area REALTORS®
(STAR) Legislative Affairs Committee



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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Tuesday, August 6

After Dark in Stark

at MBAR in Canton

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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!

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

- 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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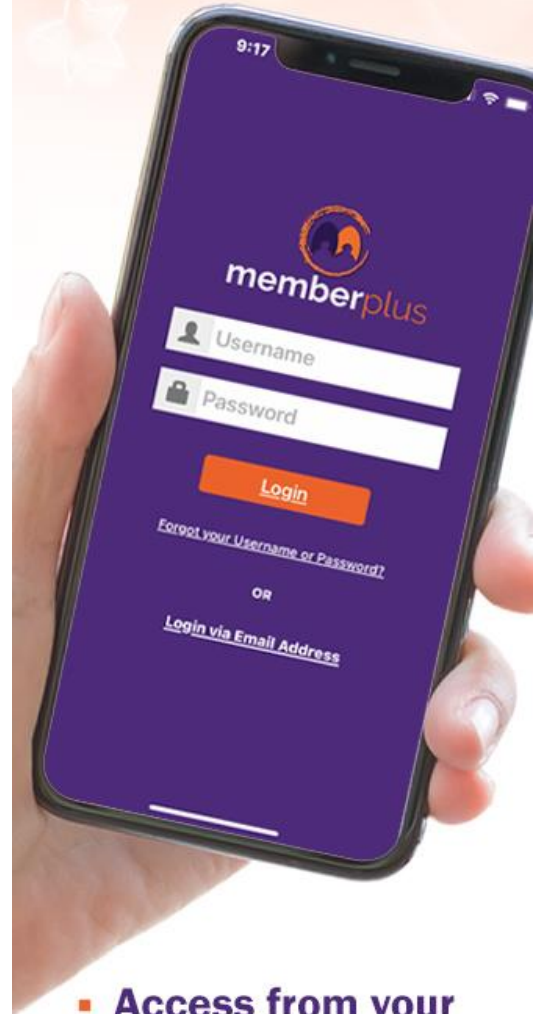
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- **Register for Events**
- **Download Forms**

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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 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
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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



McKINLEY TITLE AGENCY, INC.

Janice Rich – Title Agent / Office Manager
jrich@mckinley-title.com

Wendy Barrick – Title Agent / Escrow
wbarrick@mckinley-title.com

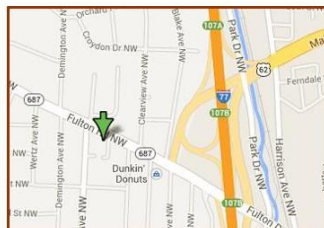
Danette Stone – Title Processing
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Attorney Michael Gruber
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NAR Settlement Facts & Information

STAR is offering a Broker Panel Discussion for all our Members. You may sign up on our website at [this link](#). The class is being offered in person for our Brokers & Managers, and via hybrid ZOOM link for all other Members.

NAR recommends that the following list be implemented prior to August 17, 2024

- **We recommend all MLSs implement practice changes by August 17.** REALTOR® MLSs (those owned exclusively by one or more REALTOR® Member Boards) must implement the changes by this date to remain in compliance with NAR policy.
- **Offers of compensation** are prohibited on MLSs. Offers of compensation will continue to be an option consumers can pursue off-MLS through negotiation and consultation with real estate professionals.
- **Agents working with a buyer** must enter into a written agreement before touring a home. Ahead of August 17, NAR encourages all members to address form changes and prepare to educate real estate professionals and consumers about revised forms.



Good Links

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

[Facts.Realtor](#)

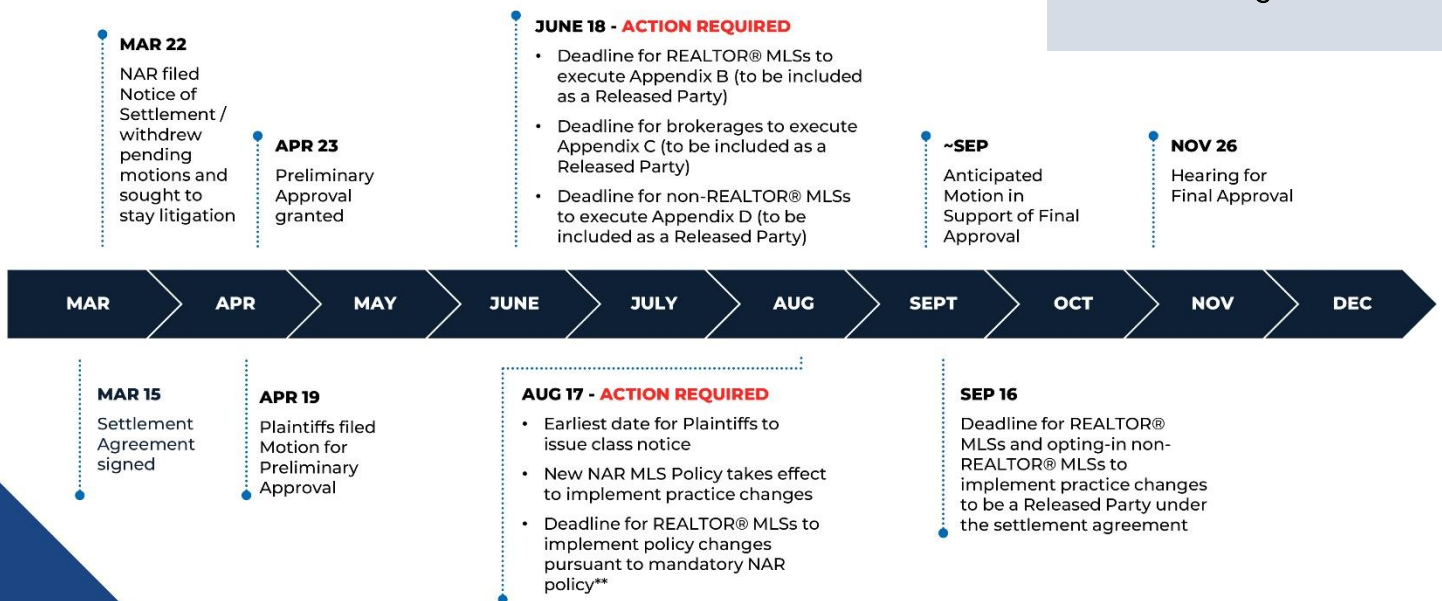
[Written Buyer Agreement 101](#)

[Settlement Practice Changes](#)

[NAR Settlement FAQ](#)

[Ohio Realtors FORMS](#)
You must login to access

NAR SETTLEMENT TIMELINE*



*As of May 7, 2024. Please refer to the settlement agreement for detailed information on deadlines.
**NAR encourages all MLSs to implement the practice changes by August 17, 2024.
More information on the effective date of practice changes can be found in our FAQ at [facts.realtor](#).

Major Legislative Win: Ohio REALTORS® Celebrate HB 466 Passage

[Published by Ohio REALTORS July 27, 2024](#)

In a significant legislative milestone for the real estate industry, HB 466 has passed both chambers of the Ohio Statehouse. This groundbreaking legislation, championed by Ohio REALTORS®, will require the use of written agency agreements between real estate professionals and their clients. The law will ensure clarity, consistency, and trust throughout the homebuying and selling processes in the state of Ohio.

Background and Purpose of HB 466:

As a result of the recent settlement by the National Association of REALTORS® (NAR), Realtors involved in MLS and assisting homebuyers will be required to enter into written agency agreements with their clients beginning on August 17th, 2024.

To address this change, Ohio REALTORS® advocated for standardizing this practice in state law, ensuring uniformity across Ohio's real estate sector. By codifying this requirement, HB 466 will promote consistency among all real estate professionals, fostering transparency and mutual understanding in transactions.

Key Provisions of HB 466:

The core of HB 466 is the requirement for licensed brokers and salespersons to enter into written agreements with their clients before showing a property for a seller or presenting an offer for a buyer. This includes activities such as marketing or showing properties for sellers and making purchase offers for buyers.

- Written agreements must include the following key provisions:
- An expiration date
- Information on fair housing and blockbusting laws
- Whether the relationship is exclusive or nonexclusive
- Terms of compensation
- A conspicuous statement that broker fees and commissions are not set by law, are fully negotiable, and may be paid by the seller, the buyer, the landlord, the tenant, or a third party, or by sharing or splitting the fees and commissions between brokers.

This law aligns Ohio with best practices already adopted in over 20 other states, including Indiana and Pennsylvania.



Ohio REALTORS® has long advocated for the use of written representation agreements, and this legislation marks a significant achievement in our efforts to promote transparency in real estate transactions across Ohio. This approach will ensure that all parties have a clear understanding of their responsibilities, reducing the likelihood of disputes and fostering a more transparent market.

Advocacy Journey

Ohio REALTORS® began diligently working with lawmakers shortly after the NAR settlement was reached in March to provide clarity to the changing industry. With written agency agreements becoming a requirement for REALTORS®, they saw the need to establish a statewide standard for their usage to ensure that all real estate professionals operate under similar guidelines, regardless of whether they are REALTORS® or not.

Sponsored by Jean Schmidt (R-Loveland) and Representative Brennan (D-Parma), this bill was introduced to provide the necessary framework for standardizing this practice. Ohio REALTORS® focused their advocacy efforts on educating lawmakers on the importance of this legislation and the urgent need to pass it prior to industry changes take effect in August. The Ohio General Assembly responded, and HB 466 was expedited through the legislative process, passing through both chambers in less than three months after its introduction. The bill now heads to Governor DeWine's desk for his signature.

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American Title Solutions
Huntington Bank

SILVER Level

American Title Associates Agency
Linkhorn Inspection
MCTV
Pumphrey Hamel Insurance
Prime Lending

BRONZE Level

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

Monthly Market STATS

May 2024

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

Market UPDATE

TRUMBULL COUNTY

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



NEW Listings
216



SOLD Listings
189



Average SALE Price
\$177,676



Average MARKET TIME
46 days

MAY 2024

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Market UPDATE

STARK COUNTY

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



NEW Listings
495



SOLD Listings
361



Average SALE Price
\$245,450



Average MARKET TIME
27 days

MAY 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
58



SOLD Listings
27



Average SALE Price
\$282,529



Average MARKET TIME
43 days

MAY 2024

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