



Arden Lingenhoel
2024 STAR President

STAR Monthly News

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

President's Message

2024 | November

Are you making the most of every day? Those of us who have been in this industry for years have seen the market's ups and downs. It's easy to stay busy when the market is hot, but what do you do when things cool down a bit? While I welcome the return to a "normal" market, I believe it's essential to stay sharp and motivated. Connecting with other motivated REALTORS® is a great way to do that! Whether it's attending fun networking events or completing your CE credits, staying engaged keeps us inspired. Surround yourself with people who bring positive energy—negativity only breeds more negativity. Think outside the box and stay focused on the goal: successful home sales.

With that in mind, our board at STAR offers many opportunities for free education. This year alone we have offered 30 Hour of FREE Continuing Education either in person, or over ZOOM. Take advantage of these to feed your mind and knock out some CE credits! Remember, you can even carry over credits into your next CE period.

Another idea is to mentor or collaborate with a fellow agent. Two heads are better than one, and it doesn't always have to be someone from your own company. I'd love to have lunch with any of you sometime—I might even pick up the tab!

As we get into holiday mode, let's take a moment to reflect on three remarkable years of a booming real estate market. Now's the time to plan for the future and prepare for what may be ahead. Only God knows, but those with a solid plan have a bright future.

Be sure to check out the STAR calendar for all upcoming events and to take note of office closures. Remember, have fun and stay safe.

Best,
Arden

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Contact Us

Collene Burgess
Chief Executive Officer
cburgess@STAR.Realtor

Trisha Adams
Communications Director
tadams@STAR.Realtor

Rich Cosgrove
Government Affairs Director
GAD@STAR.Realtor

Candice Likely
Administrative Assistant
membership@STAR.Realtor

Classes & Events

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

NOVEMBER

NOV 11 STAR Offices Closed

NOV 28-29 STAR Offices Closed

DECEMBER

DEC 9 [REGISTER NOW](#)
In Person 3 Hour Ethics at STAR North Canton Office
Registration Information coming Soon!

DEC 14 [REGISTER NOW](#)
Breakfast with Santa at MAPS Air Museum in North Canton

DEC 24-25 STAR Offices Closed

DEC 31 STAR Offices Closed - through January 1, 2025

JANUARY

JAN 16 [REGISTER NOW](#)
President's Installation at Pro Football HOF Village

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**JOIN US for a FUN
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Orientation,
and take the
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Orientation Dates

Thursday, February 29

Thursday, May 30

Thursday, September 26

Thursday, November 21



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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. Your Username is your email address on file (unless you have changed it).

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

OVER 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 4
2024**

Due December 31, 2024

\$25 Late Fee Applies on January 6, 2025
Membership & MLS Access will be suspended
on February 7 for non-payment of dues.

\$295 = Ohio Realtors

\$201 = NAR

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

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

Local (STAR) Dues

\$225
**Billed May 5
2025**

Due June 30, 2025

\$25 Late Fee Applies on July 7, 2025
Membership and MLS Access will be suspended
on August 4 for non-payment of dues.

A Note from the CEO

It's Time to Pay Your 2025 State and National Dues

As we prepare for 2025, it's that time of year again when we're billing for National Association of REALTORS® (NAR) and Ohio REALTORS® (OR) dues. For 2025, NAR Dues are \$201, and OR Dues are \$295, both due by December 31, 2024. This year, there is also an option to contribute an additional \$25 to the REALTORS® Political Action Committee (RPAC). Here's why it's worth considering a voluntary contribution to RPAC and how it makes a real difference for REALTORS® like you.

What is RPAC and Why Should You Consider Contributing?

The REALTORS® Political Action Committee (RPAC) has been advocating for real estate professionals since 1969. RPAC's primary purpose is to promote the election of candidates who understand and support REALTOR® interests. Importantly, RPAC is funded through voluntary contributions made by REALTORS®—not through membership dues. These funds are directed towards endorsing pro-REALTOR® candidates who are committed to advancing policies that benefit the real estate industry.

Through RPAC, REALTORS® gain a voice in the political process, ensuring our concerns are heard and acted upon. From property rights to tax policies affecting homeownership, RPAC's contributions allow us to protect the issues that matter most to our industry. When you contribute to RPAC, you're helping to secure a stable and supportive environment for real estate professionals and clients alike.

Why Your Contribution Matters

Political decisions have a direct impact on our industry, and RPAC's support for candidates who prioritize REALTOR® issues is crucial in protecting our livelihood. Contributions to RPAC allow us to back candidates who push for property rights protections, lower tax burdens, and policies that make real estate transactions smoother. When we help elect officials who understand the complexities of our field, we're taking control of our professional future.

Getting Involved Beyond Dues and Contributions

Besides financial contributions, your engagement in STAR's committees is another powerful way to make an impact. Joining a committee allows you to influence decisions, build connections, and stay informed about local and national issues affecting real estate.

Here are some committees you can join:

1. **Growth and Connection Committee:** This group focuses on events, education, and community outreach.
2. **Young Professionals Network (YPN):** If you're 40 and under, this is your chance to connect with peers, voice your insights, and grow as a leader.
3. **Legislative Committee:** This committee tracks local issues that could impact real estate, ensuring that REALTORS® are informed and prepared.
4. **RPAC Committee:** This committee is involved in fundraising efforts to support candidates who align with REALTOR® values.
5. **Affiliate Committee:** Not a REALTOR® but still want to make a



Collene Burgess
Chief Executive Officer

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

difference? Join our Affiliate Committee! Affiliates are essential in organizing STAR's events and providing valuable support to our REALTORS®. Connect, contribute, and showcase your expertise while enhancing STAR's success!

If you're passionate about the future of real estate, having a seat at the table in one of these committees is a great way to stay in the loop. After all, if we don't participate in shaping our industry, we may miss out on valuable opportunities for growth and advocacy.

Final Reminder

Your 2025 NAR and OR Dues are due by December 31, 2024, and we encourage you to consider contributing to RPAC. By doing so, you're investing in the long-term health and success of the real estate industry. Together, let's ensure STAR continues to shine bright into 2025!

Email cburgess@star.realtor if you have any questions or would like to join a committee.

CONTINUING EDUCATION

In Person 3-Hour

ETHICS

To Boldly Go Where No Ethics CE Class Has Gone Before...

MON Dec 9, 2024

1:00 PM to 4:15 PM

STAR North Canon Office

**7110 Whipple Ave NW, Suite B
North Canton, OH 44720**

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

Registration Deadline: Fri, December 6, 2024

STAR NO-SHOW POLICY: You will 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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FREE
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for STAR Members
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Sat, December 14 at Maps Air Museum

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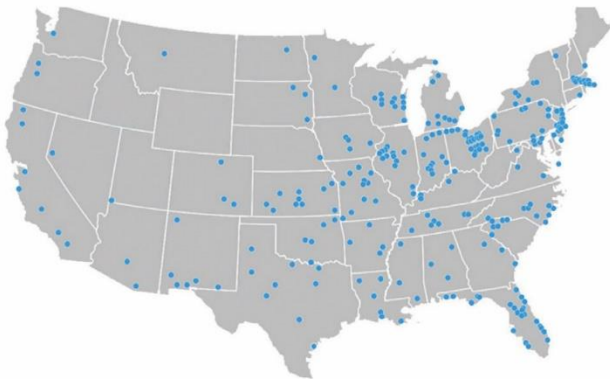
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JOIN US for a FUN and Informative NEW Member Orientation, and take the guesswork out of getting started!

Orientation Dates

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



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Reasons to Become a Member



- 01 **A GLOBAL COMMUNITY & LOCAL CONNECTIONS**
With nearly 28,000 members, RRC provides opportunities to build your network with exclusive peer-to-peer interaction.
- 02 **CREDENTIALS THAT MEAN MORE**
Earn the CRS Designation and/or obtain advanced certificates in trending niches and special skills.
- 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>

November GAD Report

Candidate Screening Update:

In October the STAR Legislative Committee completed interviews for both STARK & TRUMBULL County candidates running for local offices. The interviews were for County Commissioner, County Recorder, and County Engineer (Trumbull). After the completion of the interview process, the committee requested a total of \$6,000 in RPAC funds to support the candidates. This process offers our association a way to bring RPAC dollars back to our local community and support those candidates that support our goals of homeownership and property rights.

Ohio REALTORS & Wholesaling:

Ohio REALTORS has been working with legislators on proposed SB 192. This bill establishes uniformity by adjusting the definition of broker to include the handling of contracts, including assignable contracts for the purchase or sale of real estate. It would ensure transparency by requiring disclosure to be provided to homeowners by wholesalers before entering into a contract. It does permit wholesaling activity while protecting the public from unscrupulous actors.

NAR's Cycle 7 Code of Ethics

87.88%

of STAR Members have completed their NAR Cycle 7 Code of Ethics...Have You?

The National Association of REALTORS® (NAR) requires its members to complete Code of Ethics training 1 time every three years. The Current Cycle began January 1, 2022 and runs through December 31, 2024.

Remember that in many cases your Ohio Ethics course will work for your NAR Requirement as long as the class was taken between January 1, 2022 and current date. STAR is offering a FREE Ethics CE on December 9 at the North Canton STAR Office that will satisfy State Licensure and NAR Triennial Ethics Requirements. [Sign up on our Website!](#)

If you want to take the module based FREE NAR Ethics, you can do so on the [NAR Website](#).

If you have any questions on your Ethics Status, or are unsure if a class meets the requirements, please Email or call Trisha Adams tadams@star.realtor.

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Rich Cosgrove
Government Affairs Director

Contact for: Legislative Affairs, RPAC

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Office: (330) 494-5630

Membership Report | October 2024

New Salespersons

Kristi Scarpino, *KW Legacy Group*
Cynthia Dye, *Real Brokerage Tech*
Vaeda Taylor, *Hackenberg Realty*
Amanda Schoepner, *Howard Hanna*
Matthew Zuercher, *KW Legacy Group*
Jacob McCurdy, *KW Legacy Group*
Shirley Mejia Gomez, *BHHS*
Milojka Zuza, *Cutler Real Estate*
Brady Sullivan, *eXp Realty*
Elizabeth Winter, *BHHS*
Genet Zuercher, *KW Legacy Group*
Brian Sherwood, *KW Legacy Group*
Andrew Pratt, *Howard Hanna*
Peter Vandervaart, *Real Brokerage Tech*

Dropped Members

Edward Seidler
Angela Ross
Nicolette Ranalli
Garrett Long
Terri Ahmad
Phillip Corley
Gabriela Laguna Leon
Samantha Blazeff
Franklin Gilbert
MacIntyre Duxbury
Justin Andrew
Catherin Green
Emily Meadows

New Offices

Daisy Lane Realty LLC

Office Transfers

April Watson, *Howard Hanna*
Augusto Ramirez, *Century 21 HomeStar*
Olga Spirina, *Century 21 HomeStar*
Jackie Waikem, *Real Brokerage Tech*
Laura Vandervaart, *Real Brokerage Tech*
Emily Baraldi, *Real Brokerage Tech*

Transfer from Another Board

Richard Park

Monthly Market STATS

September 2024

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

Market UPDATE

TRUMBULL COUNTY

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



NEW Listings
215



SOLD Listings
126



Average SALE Price
\$177,189



Average MARKET TIME
42 Days

SEPTEMBER 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
453



SOLD Listings
355



Average SALE Price
\$264,311



Average MARKET TIME
29 Days

SEPTEMBER 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
33



SOLD Listings
31



Average SALE Price
\$302,787



Average MARKET TIME
42 Days

SEPTEMBER 2024

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Orientation Dates

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



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Stark Trumbull Area REALTORS®



2025

PRESIDENT'S INSTALLATION



Amy McConnell

2025 STAR President

THURS Jan 16, 2025 from 4 - 6 pm

Event Schedule

4:00 pm Cash Bar

4:30 pm Hors d'oeuvres

5:00 pm Installation

FREE for STAR Members

\$15 for Non-Member Guests

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Top 10 Issues That Will Impact Real Estate in 2025

Published October 25, 2024 | By: By: Melissa Dittmann Tracey

The Counselors of Real Estate released its annual list of the most pressing topics facing commercial and residential real estate in the year ahead.

Political uncertainty, soaring insurance costs and the growth of artificial intelligence are among the hot topics that likely will have a big impact on the real estate industry in 2025, according to the Counselors of Real Estate, a global organization of property advisers. Each year, CRE releases its list of the top 10 challenges and opportunities that lie ahead.

"We have seen a significant increase in optimism in the commercial real estate industry following the Fed's easing of interest rates, the potential for a U.S. economic soft landing and the impact on commercial real estate assets and lending market conditions," says CRE global chair Anthony DellaPelle. "However, the commercial real estate industry faces a number of challenges, from geopolitical uncertainty, elections and regional wars to loan maturities and debt repricing. In many of these challenges, there are opportunities, too, like housing affordability and attainability, sustainability and AI."

Here are the issues that topped CRE's list for 2025:

1. **Political uncertainty:** "This coming year, elections in more than 70 countries could shake up an already volatile geopolitical landscape, and the U.S. elections, in particular, will have a significant impact on regulation, trade, corporate taxes, immigration policy and sustainability," DellaPelle says. Further, debates could brew over rent caps for corporate landlords or 1031 like-kind exchange modifications. "Unpredictability complicates real estate transactions," CRE cautions in its report, noting investors could be waiting for greater clarity on economic growth, inflation and interest rates.

2. **High financing costs:** Interest rates began dropping in the fall but remain elevated, making purchasers cautious. "Deal assessments and market valuations remain complex," CRE says. "Many owners are hesitant to sell, and potential buyers are wary of high prices, still expecting a surge in distressed asset sales due to upcoming loan maturities." CRE predicts that buyers will continue to act cautiously, focusing on higher-cap-rate deals. A more aggressive market reentry likely will not materialize for the sector for another two years, the report notes.

3. **Loan maturities deadlines:** Nearly \$1.8 trillion in commercial real estate loans is set to mature before the end of 2026. "While lenders are increasingly extending these loans in hopes of better market conditions, this temporary relief may soon reach its limits as banks grapple with regulatory constraints and insufficient capital reserves," CRE finds, adding that the dynamic could affect competition and tenant retention across property types.

4. **Geopolitics and regional wars:** Ongoing global turmoil, including the conflicts in Ukraine and Gaza, could contribute to supply chain disruptions, inflation, labor shortages and more. "Expect higher cap rates as investors price in greater risk" and abandon their former reliance on historical cycles, the report says.

5. **Insurance costs:** Natural disasters caused \$380 billion in economic losses in 2023 alone, yet only 31% of those were covered by insurance. Insurance premiums are surging due to extreme weather, inflation and increased

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Top 10 Issues ...continued

property values. "Residential, hospitality and senior living properties are particularly impacted, with rising claims," the report finds. "The old model of buying insurance is fading as owners focus on risk management, rightsizing coverage and exploring alternative risk transfer solutions to control escalating expenses."

- Housing affordability:** Housing affordability continues to erode due to rising costs and the ongoing inventory shortage of 4.4 million units. Multifamily rent growth has slowed, but rents have still climbed 45% over the past 15 years. "Despite increased construction, development is uneven, concentrated in major metros and insufficient to meet demand," the CRE report says. Nearly 54% of renters are now considered "cost-burdened," devoting more than 30% of their income to housing. "Declining multifamily construction and growing demand from younger renters suggest affordability challenges will intensify in 2025," the report cautions, while pointing to the need to ramp up new-home construction and preserve more affordable units.
- Artificial intelligence innovations:** ChatGPT pushed AI more into the mainstream over the past year, and more real estate professionals are seeking to adopt the technology. "AI's role in real estate is rapidly evolving, with focus shifting to the accuracy, granularity and timeliness of data inputs that drive algorithms," CRE says. "While AI can optimize certain processes, commercial real estate still faces challenges with fragmented data and location-specific nuances." Further, AI algorithms require a huge amount of computing power, likely leading to a boom in data center developments.
- Sustainability:** More frequent hurricanes, wildfires and floods have led to billions of dollars in property damage. Experts have pointed to a need for increased sustainability and climate resiliency in buildings to better protect against the risks. However, U.S. regulations remain mostly fragmented while Europe's new regulations—like the EU's

Corporate Sustainability Reporting Directive and the U.K.'s Minimum Energy Efficiency Standards—have created stricter sustainability rules. "The urgency for prioritizing sustainability and climate resiliency in real estate strategies has never been more apparent, as we saw massive economic losses last year due to extreme weather, which is also contributing to sky-high insurance costs," DellaPelle says.

- Office conversions:** U.S. office vacancy rates are expected to peak at nearly 20% by the end of 2024. These rising vacancies are impacting tax bases, city finances and more. Developers are looking to convert vacant office spaces into housing, although it can be a costly and complex process, the report cautions. "A generational shift is happening in cities as how people use offices stabilizes into a new paradigm, leaving many office buildings poised for adaptive re-use into residential, healthcare and educational uses with the potential to revitalize urban cores," the report says.
- Price gap expectations:** Buyers and sellers haven't been seeing eye-to-eye when it comes to asset prices. But with "the worst of the pricing declines in the past," pricing gaps likely will narrow and "pricing shock is dissipating," CRE says. "Pricing declines, especially in sectors like core business districts, are slowing, providing hope for stabilization," according to CRE's report, which adds that pricing is trending toward



McKINLEY TITLE AGENCY, INC.

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

Daniel Thomas - Escrow
danielthomas@mckinley-title.com

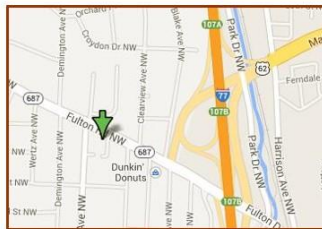
Danette Stone –Title Processing
dston@mckinley-title.com

Attorney Michael Gruber
mgruber@aghattorneys.com

Attorney David Thomas
dthom@mckinley-title.com

2732 Fulton Drive NW
Canton, OH 44718

(330) 497-8883



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DUES BILLING BREAKDOWN

State & National Dues



Due December 31, 2024

\$25 Late Fee Applies on January 6, 2025
Membership & MLS Access will be suspended on February 7 for non-payment of dues.

\$295 = Ohio Realtors

\$201 = NAR

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

\$25 = Optional STAR RPAC Contribution

Local (STAR) Dues



Due June 30, 2025

\$25 Late Fee Applies on July 7, 2025
Membership and MLS Access will be suspended on August 4 for non-payment of dues.