



Midwestern Ohio Association of REALTORS®

**Board of Director's Meeting**  
**Thursday, October 7, 2021**  
**10 am, REALTOR Center, Troy**

### AGENDA

#### **Call to Order/President's Welcome**

#### **Approval of September 2, 2021 Minutes**

#### **Monthly Financial Review**

Ameriprise \$286,180 (Aug21) Checking \$16,973 (09/30/21) Savings \$130,320 (09/30/21)  
September 2021 P&L

#### **President's Report**

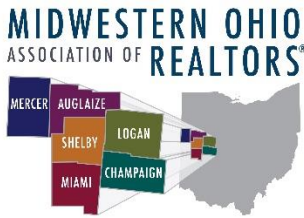
- Ohio REALTORS Fall Convention
- Nominating Committee Report – open MOAR Board Seats/Officers
- Succession Plan – needs Board approval
- Strategic Planning – needs to be rescheduled
- Awards & Recognition Nominations
- Ohio REALTORS Diversity Summit – Tues., Oct 12
- Third Thursday@Three – Chili Cook Off – Oct 21, Moeller Brew Barn, Troy
- Officer Installation/Christmas Party – Thurs., Dec 2, Piqua Country Club

#### **Executive Officer Report**

- Member Report---478 (466 primary members, 12 secondary members) 36 affiliate members
  - September 2021 Membership Report in Board Member materials
  - One new Affiliate – Superior Credit Union
- MOAR Administrative Assistant position update
- New electrical panel bid
- 2021 Fall Local Election Issues/Levies
- NAR Placemaking Grant – St. Mary's All Abilities Park
- NAR Core Standards
- NAR Ethics – Cycle 6 (includes years of 2019 – 2021) MUST be complete by Dec 31, 2021
  - Ethics class – Oct 13
  - 55 people as of 9/17/21

#### **New Business – Association Executive Search Update**

**Next Board Meeting: Thurs., Nov 4, 10 am, “in-person,” REALTOR Center, Troy**



Midwestern Ohio Association of REALTORS®

## Board of Directors

### Minutes

Thursday, September 2, 2021

**Those present (in person and via ZOOM videoconferencing):** Tanya Blair, Bill Foster, Ginny Bryan, Krista Opperman, Bryn Daring-Stewart, Lee Henderson, Linda Murray, Allison Blankenship and Kyle Springs (via Zoom).

Excused: Jodi McIver    Absent: Sandi Shipman

President Tanya Blair called the meeting to order at 10 am.

Ali Whitley, candidate for Ohio REALTORS Treasurer joined the group via ZOOM. Also joining us "in-person" were Heather Zimmaro and Sham Reddy who are campaigning for District 5 Vice President. Voting will take place at Ohio REALTORS Fall Convention Sept 27-29, 2021.

**Approval of August 5, 2021 Meeting Minutes – Approval *Motion made. Second. Approved.***

#### **Finance Report**

Ameriprise (July) investment account statement was included with Board materials for information. August P&L was passed out for review at the meeting. ***Approval Motion made. Second. Approved.***

#### **President's Report**

RPAC Auction Date – Wed., July 21, 5-7 pm, The Syndicate, Bellefontaine – Auction went very well—final number was \$21,176. Preliminary recognition for members, top selling items and participation numbers were included in Board materials. Things to consider for next year: either all online or all in-person; move the date of the auction to May/June timeframe. July was not a good month because of the timing of local dues collection.

Nominating Committee for Open MOAR Board of Directors Seats – There are four open seats for MOAR Directors: Lee Henderson (Champaign Co), Linda Murray (Miami Co), Bill Foster (Shelby Co) --all three MAY serve a 2<sup>nd</sup> term and Bryn Stewart (who is has served her term limits). And, the position of President-elect and Treasurer need to be filled. Chelsey Bailey has resigned from the Board and Bryn has agreed to serve the final year of her term.

***Action Needed:*** Nominating Committee will bring back a slate of candidates to the October Board meeting.

Succession Plan – A draft of a Succession Plan was presented to the Board. This is a plan that outlines the procedure for an Unexpected Departure of AE and a planned departure of the AE.

***Action Needed:*** Draft was tabled. Next meeting, recommend doing background check and credit check on final candidate and 3 questions need to be answered 1) Who will give the final approval on the new hire 2) Who will be the person to negotiate and barriers to hiring someone 3) Will the new hire have a contract?

New Strategic Plan – The Strategic Planning session needs to be rescheduled. Hopefully, we will have the new Association Executive in place for the session.

Third Thursday@Three – The September activity is the Snooty Fox Shopping Trip which we had to cancel. We need to reserve the bus by Sept 2 and we did not have enough people to cover the expense.

## **Executive Officer Report**

- Member Report---475 (463 primary members, 12 secondary members) 35 affiliate members  
August 2021 membership report was included in the Board Packet of materials.
- MOAR Administrative Assistant position open – 20 hours/week/M-F...still looking.
- New Electrical Panel – the panel in the basement needs to be upgraded. The outside lights on the sign and the security lights go on and off. Waiting on quote.  
**Action Needed:** Board gave approval to move forward with replacement as long as quote is under \$3,500.
- Ohio REALTORS Fall Convention & Expo – Sept 27 -29, Columbus Hilton Easton; The Today's Leader for Tomorrow representative for MOAR will be Ashley Randolph, Cisco Realty.
- 2021 Fall Local Election Issues/Levies – please be on the lookout for any levies that may be on the ballot that would support a strong community
- NAR Ethics – Cycle 6 (includes years of 2019 – 2021) MUST be complete by Dec 31, 2021. Email was sent to each member and broker of who needs to complete (60 people)
- For Your Calendar
  - October 7 – Board of Directors Meeting – “in-person” REALTOR Center, Troy
  - October 21 – Chili Cook Off, Moeller Brew Barn, Troy, 5-7 pm
  - November 18 – Third Thursday@Three - Scottish Thistle, Piqua
  - December 2 – Officer Installation/Christmas Party, Piqua Country Club, 5:30 pm
  - December 16 – Third Thursday@Three - Murphy's Craft Bar + Kitchen, Sidney
- Continuing Education classes for fall (see website for details)
  - Sept 22 – Fair housing (via ZOOM) rescheduled
  - Oct 13 – Ethics (via ZOOM)
  - Oct 26 - Ethics (in person) Springfield Board of REALTORS
  - Oct 27 – Core Law (via ZOOM)

## **New Business - Executive Officer Search**

The members of the Search Committee include: Tanya Blair, Krista Opperman, Bill Foster, Jeanie Bates, Kyle Springs and Bryn Stewart.

- Title Change: Association Exec instead of Executive Officer
- Job has been posted on indeed.com through Sept 10
- To Do: Develop scorecard to evaluate interviewing candidates
- To Do: Set interview schedule

**Next Board Meeting: Thurs., October 7, 10 am, “in-person” at REALTOR Center, Troy**

Minutes Recorded by  
Brenda Blair, Executive Officer



## Your Ameriprise statement

for August 1, 2021 to August 31, 2021

PREPARED FOR MIDWESTERN OH ASSN OF REALTORS

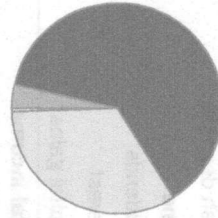
### Value of your investment accounts

	This month	This year
Beginning value	\$286,180.41	\$249,199.18
Net deposits & withdrawals	\$0.00	\$25,000.00
Dividends, interest & income	\$304.12	\$5,210.36
Change in value	\$1,709.88	\$8,784.87
<b>Ending value</b>	<b>\$288,194.41</b>	<b>\$288,194.41</b>

### Your asset allocation

Asset class	Value on Aug 31, 2021	Percent of assets
Cash & cash investments*	\$10,320.66	3.6%
Fixed income	\$179,987.13	62.5%
Equities	\$96,379.21	33.4%
Other assets	\$1,507.41	0.5%
<b>Total assets</b>	<b>\$288,194.41</b>	<b>100%</b>

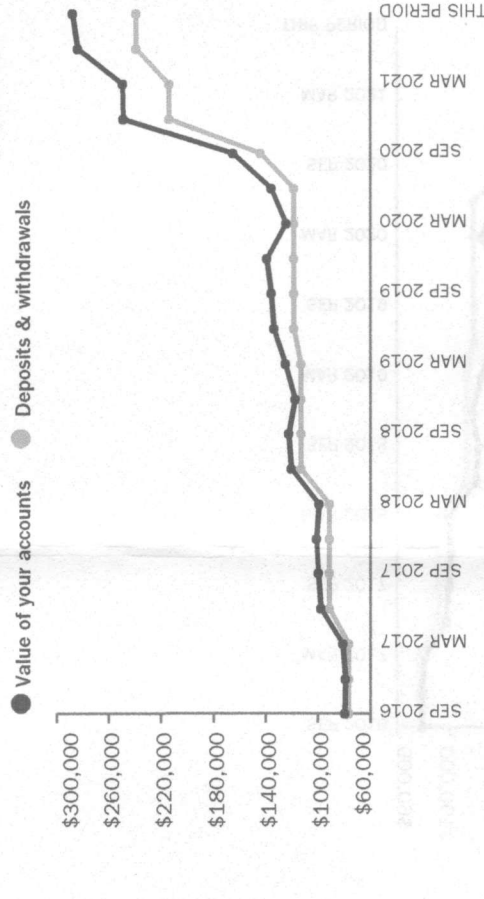
\*Cash investments includes cash held inside pooled investments (e.g. mutual funds), as part of a manager's investment strategy, and is not directly accessible unless you sell some of that investment. For details visit [ameriprise.com/allocation](https://ameriprise.com/allocation).



## Your personal advising team

The Lowe Pfaff Group  
A financial advisory practice of Ameriprise Financial Services, LLC  
**Adam Pfaff** CRPC®  
3045 Newmark Dr  
Miamisburg, OH 45342-5418  
937.247.2377  
ADAM.PFAFF@ampf.com  
[ameripriseadvisors.com/team/the-low-pfaff-group](https://ameripriseadvisors.com/team/the-low-pfaff-group)

### Value of your investment accounts over time



This chart provides a five-year view of your account values. The black line shows the value of your accounts, while the gray line shows your net contributions (deposits less withdrawals).



Get all the details online at [ameriprise.com](https://ameriprise.com). Click the Portfolio tab to find your latest account value, activity and asset allocation. Your Ameriprise financial advisor can help you understand how the stated account value shown here may differ from the amount you'd receive if you sold your assets (after any tax withholding, outstanding loans, pending transactions and potential fees).

### Tired of paperwork piling up?

Let us organize and store your important financial documents in one secure, easy-to-access location. Enroll in e-delivery by visiting [ameriprise.com/register](https://ameriprise.com/register).

☑ Cash accessible with banking features in your Ameriprise ONE account:  
**\$25.31**



## Awards from 2021 Ohio REALTORS Fall Convention



**Sue Wray, Broker**  
**Brownlee-Wray Realty**  
*Was honored as the*  
*Midwestern Ohio*  
*REALTORS*  
*2021 REALTOR*  
*of the Year!*

**Ashley Randolph,**  
**Cisco Realty**  
*Was recognized as*  
*Midwestern Ohio*  
*REALTORS*  
*2021 Tomorrows*  
*Leader Today (TLT)*





# Stronger Advocacy

## Overview

Advocacy is a critical, essential service provided by Ohio REALTORS® to ensure that the interests of the real estate profession and private property rights are protected. Ohio's REALTORS are actively engaged in issues and political campaigns at the local and state level – strengthening our role in helping making home happen, helping businesses open their doors and, most importantly, helping to build great communities.

## Our success is tied to three key programs:

# 1

### **Issues Mobilization**

The Issues Mobilization Fund promotes the REALTOR® position on public policy issues by providing resources to affect the outcome of ballot issues, state and federal legislation, local ordinances, regulations, and resolutions.

# 2

### **Political Advocacy Fund**

The Political Advocacy Fund is designed to be used by the state association and our Local Boards/Associations in support of state and local candidates and ballot issues affecting private property rights and the real estate industry.

# 3

### **REALTORS® Political Action Committee**

The REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States for more than 50 years. The purpose of RPAC is clear: REALTORS® voluntarily raise and spend money to elect candidates who understand and support their interests.

## ***A Closer Look: Ohio REALTORS® Political Advocacy Fund***

Since its creation in 2016, the Ohio REALTORS® Political Advocacy Fund has made a real, meaningful difference in improving communities throughout the state. In partnership with our Local Boards/Associations we have been actively engaged in issue and candidate campaigns that have advanced the real estate profession, private property rights and the free enterprise system.

In conjunction with our Issues Mobilization program, the Political Advocacy Fund has strengthened the REALTOR® position by using financial resources to support state and local candidates and an array of ballot issues. It has helped position our Local Boards/Associations – from small to large – as key community champions, allowing the industry to support schools, public safety and an array of measures to improve our respective communities. Our collective efforts have helped improve schools, enhance public services and create jobs.



## Getting Real

Truth be told – while the creation of the Political Advocacy Fund five years ago has helped us build stronger communities, we still face uncertain dangers and threats that could arise at any moment. There is a significant need to build our program to be fully prepared for a statewide campaign should we need to combat a sales tax on commissions, transfer tax, statewide point of sale mandate, or any other issue detrimental to real estate.

## By the Numbers...

Since its launch five years ago, the Ohio REALTORS® PAF/IM has been involved in:



**21** candidate campaigns



**34** local issues campaigns



Helped **29** Local Boards/Associations with their issues mobilization campaigns. This includes providing the “required contribution” in securing NAR grants and other financial assistance.

## The Why

The Ohio REALTORS® PAF needs to grow to remain relevant in today's fast paced political environment. Here is a realistic breakdown of what would be required financially if the Association were to be involved in a statewide ballot referendum:

**\$2.5 Million**

Current Ohio REALTORS PAF **balance** (8/12/2021)

**\$5 Million**

Required **ENTRY FEE** to launch a signature campaign to get an issue on the ballot:

1K signatures for an initial ballot language review;  
430K valid signatures for placement on the ballot

**\$6.5-10 Million**

What is needed if we face **MINIMAL** opposition

Cost Breakdown:

- \$5M - signatures
- \$1-4.5M - paid communication plan
- \$200-500k - management (field organization, media team, etc.)

**\$25-30+ Million**

What is needed if we face **STRONG** opposition

Cost Breakdown:

- \$5M - signatures
- \$15-25M+ - paid communication plan
- \$1-5M - management (field organization, media team, etc.)

## **Nominating Committee MOAR Leadership and Open Board Seats**

10/7/2021

The **Nominating Committee** is composed of:

MOAR Board President – Tanya Blair

MOAR President-Elect – open

MOAR Past President – Krista Opperman

Member Representative - Auglaize/Mercer - Ginny Bryan

Member Representative - Logan/Champaign Co – Lee Henderson

Member Representative - Shelby Co – Sandi Shipman

Member Representative - Miami Co – Linda Murray

**Two Responsibilities** - Present nominations to the Board for:

- 2022 President – Tanya Blair
- 2022 President-elect – Kyle Springs
- 2022 Treasurer – Bill Foster
- The **four open seats** for the 2022 -2024 term.
  - Lee Henderson – yes (Champaign Co - 2nd term)
  - Robbin Kramer – yes (Logan Co)
  - Bill Foster - yes (Shelby Co – 2<sup>nd</sup> term)
  - Bryn Stewart - Final Year of Chelsey Bailey term
  - Linda Murray – No (Miami Co)
  - Affiliate Director – Amy Frilling, U.S. Bank

### **Process per MOAR By-laws:**

- Nominating Committee will bring a slate of candidates to October 7, 2021 MOAR Board Meeting
- Slate will be presented to MOAR membership (via email) for any Write-In Votes Oct 11-15
- Voting by membership will take place (via email) October 18-22
- Winners will be presented to MOAR Board at November 4 meeting and announced to membership
- New Board Members will take oath of office at the Officer Installation on Thurs., Dec 2
- New Board Orientation will be held in December- date tbd
- First board meeting will be Jan 6, 2022



## **Midwestern Ohio REALTORS Succession Planning Checklist**

### **Rationale for Board Succession Plan**

Finding a new replacement may take some time so it is incumbent upon the Board of Directors to act quickly and with certainty to continue the association's service to the members. For that reason, the Midwestern Ohio REALTORS Board of Directors has developed a Succession Plan.

It is our commitment to make an orderly transition which is in the best interest of the membership. These procedures are an official policy and will be readily available if the situation arises. A pre-determined, well thought out replacement plan is essential to moving the process forward with confidence and efficiency and will also minimize confusion and conflict.

The Search Committee shall include: President, President-elect, Treasurer, a Past Board President and at least two additional Board Members.

There are two scenarios to be addressed: An unplanned departure for whatever reason or a planned departure, such as the AE retiring or accepting another job.

### **Annual Responsibilities for Board of Directors**

- ☐ Board annually reviews Succession Plan
- ☐ Board annually review and updates the AE Evaluation Form
- ☐ Board annually review and updates the position description for the Association Executive.

### **Unplanned Departure Scenario – Hiring an Interim Association Executive**

This plan will be used in the event of an unplanned vacancy or until a full-time replacement can be hired.

- ☐ Board of Directors Executive Committee meets within 24-48 hours
- ☐ Review Association Executive (AE) job description
- ☐ Develop list of qualifications desired in an interim AE
- ☐ Establish a time frame for selection and appointment of interim AE.
- ☐ Establish a budget for obtaining and interim AE for possible costs involved with the hiring process, legal advice, outside assistance, etc.
- ☐ Board President (or appointee) will take on the responsibility of paying bills, signing checks, building security, etc. until an Interim AE can be secured.

### **Plans for hiring a Full-Time Replacement**

- A. Convene a Search Team
  - a. The Search Committee shall include: President, President-elect, Treasurer, a Past Board President and at least two additional Board Members.
  - b. The Search Committee may add up to 2 "at-large" members if they wish.
  - c. Identify a time line by which the committee is expected to make its recommendation.
- B. Identify a budget for conducting the search
  - a. Will you use a professional search firm? Approximate costs?
  - b. Will you pay candidate expenses for interviewing if out of town?
- C. Establish a dollar value range the Board is willing to pay which would include: salary/benefits/retirement/bonuses/other perks for a new AE.

- D. Establish the process
  - a. Review current job description
  - b. Develop a list of qualifications desired in new executive
  - c. Write the job post ad
  - d. Determine where will they job be posted
  - e. Establish a timeframe for job posting, resume review, interviewing, recommendation to Board of final candidate
- E. Selecting the candidate
  - a. Run background check and credit check on candidate before job is offered
  - b. Who will give final approval of the candidate?
  - c. Who will be the person to authorized to negotiate any barriers with the candidate?
  - d. Will the candidate have a contract?
  - e. What role will staff have in providing input for candidate requirements?
- F. Training and Onboarding
  - a. How long will the training period be?
  - b. How will the current executive be compensated?

### **“Turnover Book”**

The Association Executive Officer shall keep the following in one accessible place:

- \_\_\_ A. Governing Documents for the Association (policies and procedures)
  - Cooperative Agreement with Dayton Board
- \_\_\_ B. Approved NAR Bylaws
  - B. NAR Insurance Program – each January, NAR will send a packet of info called NAR Insurance Program. It is liability insurance NAR carries. I was always told we just put it in the files and do not purchase the Excess Coverage.
- \_\_\_ B1. WRIST Shareholder member/elections; lease agreement for building
- B2. Calls for Action
- C. Continued Existence certificate (State of Ohio) every 5 years...we just renewed in 2021
- D. Employer Identification Number, Blanket Tax-Exempt forms (MOAR is a 501 (c) (6) trade association).
- E. Most recent financial review (2020) and tax audit (scheduled for 2021 books) documents. Our accountant prepares our annual federal tax returns. Sam Brown, CPA (937) 875-9510 is our accountant; W-9.....; tax exempt form, FEIN #
- F. Payroll and quarterly taxes are handled through My PaySolutions. AE needs to submit hours worked every two weeks through customer portal. Out contact is Kathy Stemberger (734) 436-2709
- G. Quarterly, all bank accounts are reconciled by an outside bookkeeper -- Melina Huber (937) 287-3633. She also calculates/pays sales tax, BWC True Up, Unclaimed Funds, (Jan and June) She is also available for any QuickBook questions.
- H. Bank accounts are with Fifth Third Bank. There are two checking accounts, 1 savings account and 1 credit card.
  - a. Teri Frymyer (because she was Bd Pres when acct was set up) is the guarantor of the Fifth Third accounts
  - b. The contact at the Fifth Third south branch is Aubrey Ratterman
  - c. Every year, a new document needs to be signed with the bank and the authorized signers for checks. Each check requires two signatures.
  - d. New AE will need to apply for a new Business Rewards credit card.
  - e. I do have online banking set up with Fifth Third
  - f. Blank checks in closet



## H1. Board Of Directors

- a. Minutes and all supporting Board Materials in notebook and online
- b. Board meets first Thursday of each month; Board agenda (and materials) should be sent out one-week before meeting and posted on website under the Board Secure Area
- c. Meet with President and President elect to prepare agenda before sending it out.
- d. Nominating Committee meets in Sept to prepare slate of members for open Board seats
- e. Officer Installation is the first Thurs in Dec (usually)

## H2. Bill Paying

- a. Almost all bills are paid online directly to the vendor website (vs. Fifth Third bill pay)
- b. Record in QuickBooks
- c. Checks require 2 signatures (any of the four signatories on accounts)
- d. Stamp bill payment and have treasurer sign them
- e. File in file cabinet in admin office...make sure all bills are stamped before year-end record review

## I. Ameriprise Investment Account

Contact: Adam Pfaff 937-247-2377 [adam.pfaff@ampf.com](mailto:adam.pfaff@ampf.com)

Will need new signatories on Ameriprise account

Ameriprise also handles the Simple IRA...if offered to the new AE

## J. Notification List of new AE

- a. Sharon Sample, Ohio REALTORS
- b. New AE will need NRDS # and Association will need update in NRDS

## K. Strategic Plan

## L. Building

- a. list of key holders
- b. Miami Co 911 Center give new name if anything happens to the building.
- c. Furnace/Air Conditioners \_ Morris Heating & Cooling  
Preventive maintenance for Air Conditioner in April/May and furnaces (4) in Sept/Oct (new units installed in 2019)
- d. Landscaping/lawn mowing/parking lot snow plow – Perry Sprowl, Landscape Services
- e. Electric/Lights on sign - Henderson Electric
- f. Lawn Treatment – Hupman's Lawn Care
- g. Fire extinguisher annual certification Miami Valley Fire
- h. Building Insurance is held with Ken Morris Agency, 415 S. Dixie Dr., Vandalia, OH 45377, 937-898-5168; Premium payment is due in August annually; if you need any proof of insurance for event venues or rental equipment...Ken can provide that

## M. Password to accounts

## N. Twelve-month association calendar – see calendar by month

## O. Core Standards –

## P. Affiliates

## Q. RPAC

## R. Dues – National/State and local dues; late fees

## S. M1 database

## T. New Member Process/Termination

## U. Office Equipment – lease agreements (postage machine, copier); credit card machine; payment schedule

## V. Continuing Education classes past folders

## W. Blast Emails

X. Tag media; Sign Vendor;

#### Affiliates

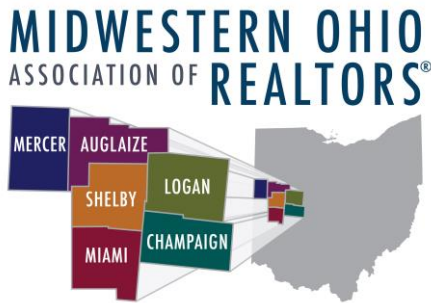
Affiliate Members are individuals who “do business” with the real estate industry. They could be financial institutions, loan officers, home inspectors, title companies, etc.

Affiliate membership is renewed annually in January. Dues are \$175/year for single offices and \$300/year for multiple office locations. If an affiliate joins anytime during the year, dues are pro-rated from the month they join.

Midwestern Ohio REALTORS has an Affiliate Committee ...open to any affiliate member. The vice chair becomes the chair the following year. Our affiliates are great supporters of the association. They will sometimes sponsor CE classes by paying the instructor or they may teach the class. They are big supporters of the RPAC Auction. The affiliates are usually the first to volunteer for anything. A lot of times, we have more affiliates at events than we do REALTORS.

In 2021, we started the Third Thursday@Three networking opportunity. No agenda, no plans...just come for networking. We also added a community service non-profit organization to each month.





Midwestern Ohio REALTORS®

**2021 REALTOR® of the YEAR  
NOMINATION FORM**

**Name of Nominee** \_\_\_\_\_

**Brokerage** \_\_\_\_\_

How does the nominee participate with Midwestern Ohio REALTORS® (committees, boards, task forces, community outreach, etc).

\_\_\_\_\_

How does the nominee make the community better with their involvement?

\_\_\_\_\_

Describe the nominees educational background or additional REALTOR® designations and how that has helped them become successful in real estate.

\_\_\_\_\_

How does the nominee support the Advocacy/RPAC efforts of the Association?

\_\_\_\_\_

Describe the nominees' participation (committees, boards, task forces, etc) with the Ohio REALTORS® and/or National Association of REALTORS® service.

\_\_\_\_\_

How does the nominee exemplify the Code of Ethics?

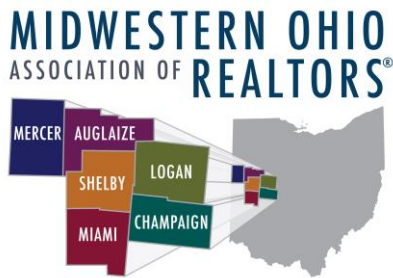
\_\_\_\_\_

Nominated by \_\_\_\_\_

**Return Completed Form no later than November 1, 2021 to:**

Midwestern Ohio REALTORS®  
1087 North Market Street,  
Troy, Ohio 45373  
brendablair@moarrealtors.com.  
Fax: 937-335-8201

*\*Awards will not be awarded consecutive years*



Midwestern Ohio REALTORS®

**The Mary Pollock Lifetime Achievement Award  
2021 NOMINATION FORM**

The **Mary Pollock Lifetime Achievement Award** recognizes a Midwestern Ohio REALTOR member for their dedication to the association and the real estate industry. They must have been active in the real estate industry at least 20 years and a member in good standing of the Midwestern Ohio REALTORS.

The nominee will have shown a true commitment to the association, exemplify the Code of Ethics and are a model to all members. Nominees will be evaluated on association participation, community service, business/educational accomplishments, advocacy/RPAC and state/national activity.

**Name of Nominee** \_\_\_\_\_

**Brokerage** \_\_\_\_\_

How has the nominee participated in Midwestern Ohio REALTORS® activities (committees, boards, etc).

\_\_\_\_\_  
\_\_\_\_\_

How does the nominee make the community better with their involvement?

\_\_\_\_\_  
\_\_\_\_\_

Describe the nominees background and/or additional REALTOR® designations and how that have helped them become successful in real estate.

\_\_\_\_\_  
\_\_\_\_\_

How does the nominee support the Advocacy/RPAC efforts of the Association?

\_\_\_\_\_  
\_\_\_\_\_

How does the nominee exemplify the Code of Ethics?

\_\_\_\_\_  
\_\_\_\_\_

Nominated by \_\_\_\_\_

**Return Completed Form no  
later than Friday, November 1, 2020**

Midwestern Ohio REALTORS®  
1087 North Market Street, Troy, Ohio 45373  
brendablair@moarrealtors.com.  
Fax: 937-335-8201

*\*Awards will not be awarded consecutive years*





Midwestern Ohio REALTORS®

**2021 Awards and Recognition  
Nomination Form**

**Please check one box per nomination:**

- \_\_\_\_\_ **Good Neighbor Award** *(previously Community Service Award)* This award is given to a REALTOR® member for their extraordinary commitment to make their communities a better place to live and work through their volunteer work. The award is about recognizing and encouraging the power of one person to make a difference in the lives of others. This can be new or existing program/project. Any member nominated must be a member in good standing with the association.
- \_\_\_\_\_ **Rookie of the Year** - The award is presented to new REALTORS® who have been licensed full-time in the real estate industry for less than two years and be a member in good standing. Nominees will be judged on their participation the association, community service involvement and any additional education/certifications. They will have demonstrated their commitment to professionalism and the Code of Ethics.
- \_\_\_\_\_ **Best REALTOR® Co-Op** - This award is presented to the REALTORS® who go the extra mile and have a positive attitude in transactions. While the Code of Ethics and Professional Standards govern professional conduct, it does not address issues of courtesy and etiquette. This award recognizes those who---turn off lights after showing, return keys to lockboxes and--when there is a problem, work to resolve the issue and not become part of the problem. The nominator must have had a co-op transaction with the nominee during the last 12 months.

**Name of nominee** \_\_\_\_\_

**Brokerage** \_\_\_\_\_

**Nominated by** \_\_\_\_\_

Please describe why this member should receive the indicated award. Please refer to the Awards Description for guidelines on what to address in nomination.

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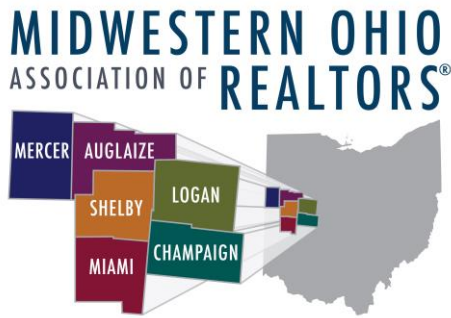
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**Form must be returned to the MOAR office no later than Friday, November 1, 2021**

\*\*\*\*Note: Members shall not be presented an award in consecutive years.



Midwestern Ohio REALTORS®

**2021 Affiliate of the Year  
NOMINATION FORM**

The Affiliate of the Year recognizes Affiliate Business Partners for their service and commitment to the association. The award acknowledges their support through committee participation and their support of association programs and events. This award also recognizes their efforts to make the communities they serve a better place. They must also be a member in good standing of the Midwestern Ohio REALTORS.

**Affiliate Nominee** \_\_\_\_\_

How has the nominee participated in Midwestern Ohio REALTORS® activities (committees, boards, etc).

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How does the nominee make the community better with their involvement?

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How does the nominee support the Advocacy/RPAC efforts of the Association?

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Nominated by \_\_\_\_\_

**Return Completed Form no later than November 1, 2021 to:**

Midwestern Ohio REALTORS®  
1087 North Market Street,  
Troy, Ohio 45373  
brendablair@moarrealtors.com.  
Fax: 937-335-8201

*\*Awards will not be awarded consecutive years*



**OHIO**  
REALTORS®

## **Diversity, Equity & Inclusion Summit**

**October 12, 2021 | 10am-4pm**  
**Hyatt Regency Columbus**  
**Register now!**

### **In-Person or Virtual Event**

***On-site attendance registration deadline: Thursday, Oct. 7 at 2 pm***

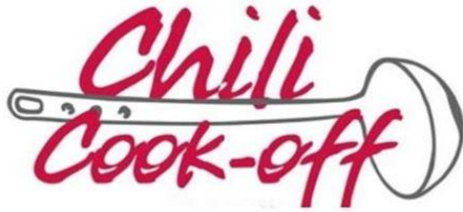
**On-site registration will not be available the day of the event.**

**Virtual registration deadline: Monday, Oct. 11 at 2 pm**

**Click here for registration and additional info:**

**[Ohio REALTORS | Ohio's Real Estate Trade Organization](#)**





## Midwestern Ohio REALTORS 2021 Chili Cook Off & Fundraiser

**Date:** Thursday, October 21, 2021

**Time:** 5:30 – 7:30 pm

**Location:** Moeller Brew Barn – Troy

**Cost:** \$20/person (pre-registration by Oct 15) \$30/person at the door (includes: 1 beer token, 3 tickets to vote for the Best Tasting Chili and menu food)

**Menu:** Chili, pretzel bites, beer cheese, veggie tray and mini root beer floats

### Chili Cook Off - \$25/ entry\*

You **MUST** notify MOAR by October 12 if you want to enter a chili—limit 12 chili's

Bring a **crook pot of chili** (and any fixins' that may promote your chili)!

Electric, tasting bowls, spoons, napkins will be provided.

Two Winning Categories

Best Tasting Chili

Most "tips" raised from chili

\*All entry fees from the Chili Cook Off will go to the Shop With a Cop programs

### 2019 Title Holders Best Tasting Chili

1<sup>st</sup> Place – Amy Frilling,  
U.S. Bank

2<sup>nd</sup> Place – Rhonda Burger,  
Plus One Professionals

3<sup>rd</sup> Place – Kori Weiss/Kristina Heath,  
KTL Performance Mortgage

*Can anyone beat them this year?*

### Agenda for the Event

**5:30 – 6:30 pm** Chili Tasting Contest

**6:45 pm** Chili Cook Off Winners Celebrated!

### What is Shop With A Cop?

This holiday program provides a fun filled day for a number of children in need while creating positive relationships with law enforcement.

These are children who may not otherwise receive presents around the holidays.

Auglaize Co closed its program. So, we will donate to Toys for Tots in Auglaize Co.

Midwestern Ohio REALTORS®  
1087 N. Market St.  
Troy, OH 45373  
[moar@moarrealtors.com](mailto:moar@moarrealtors.com)  
(937) 335-8501



# MEMBERSHIP REPORT

September 2021

<u>NAME</u>	<u>COMPANY</u>	<u>TOWN</u>
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## NEW REALTOR MEMBERS

9/1	Carla Schweitzer	Bryce Realty LLC	Sidney
9/15	Aslei Springer	Lakeshore Realty	Celina
9/20	Brook Gaydosh	HER, Realtors	Bellefontaine

## SECONDARY MEMBERS

### AFFILIATE MEMBERS

9/17	Jayne Moorman	Superior Credit Union	Coldwater
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### TRANSFERS

Melissa Bosley	Fathom Realty OH LLC	West Liberty
Jill Beekman	Fathom Realty OH LLC	West Liberty
Staci Severt	Fathom Realty OH LLC	West Liberty
Art Rausch	Property Connect Real Estate	Lakeview
Jacqueline Shoffner	Property Connect Real Estate	Lakeview

## MEMBERS WHO LEFT



2900 Stone Circle Dr. Troy, OH 45373 (937)552-7064

Brenda Blair  
Midwest Ohio Realtors  
1087 N. Market St.  
Troy, OH

**Service**

- Provide and install one 240v 200amp 40 space panel
- Provide and install one new cold-water bond
- Provide and install one new intersystem bonding device
- Provide and install all new breakers
- Dispose of existing equipment

**Total.....3850.00**

**GENERAL NOTES**

- Unless specified, ceiling boxes will not be rated for ceiling fans or extra large hanging fixtures
- All devices to be standard unless otherwise specified
- Circuitry to meet all NEC standards
- No dimmers are being figured unless otherwise specified
- No occupancy, speed controls or specialty devices being figured unless otherwise specified
- Light fixtures provided by others and installed by Henderson Electric
- Recess cans, trims and bulbs are provided and installed by Henderson Electric
- Recess cans, trims and bulbs to be standard unless otherwise specified
- LED trims/bulbs will result in additional charges unless otherwise specified
- Surface mount fixtures and affiliated bulbs provided by others and installed by Henderson Electric
- multiple crystals, extra large ceiling fixtures/ceiling fans, used or antique fixtures or any fixtures above standard mount/assembly may result in additional charges
- Exhaust fans to be standard unless otherwise specified
- Exhaust fans provided and installed by Henderson Electric, vented by others unless otherwise specified
- Trenching and backfill by Henderson Electric unless otherwise specified. Final grade of sod by others.
- Concrete cutting and coring by others unless otherwise specified
- Blacktop/Concrete patch by others
- Drywall, paint, patch or repair by others
- Dust curtains by others
- Remodel with permit will require all circuitry to be updated to arch fault protected circuits, this may result in additional charges.
- Appliances wired by Henderson Electric and installed by others
- Invoices to be paid within 15 days or a 2% per month service charge will be added



# LOOKING TO BUY YOUR FIRST REAL HOME?

Look for a REALTOR®.  
Look for the R.



## About the Midwestern Ohio Association of REALTORS ®

The Midwestern Ohio Association of REALTORS® is a membership trade association whose more than 450 members are engaged in the real estate industry. The Association includes the counties of: Miami, Shelby, Auglaize, Mercer, Champaign and Logan. In addition to serving the professional needs of its members, the association works to protect the rights of private property owners by promoting issues that safeguards and advances the interest of real property ownership.

## House Hunting...Match Your Needs with Your Budget

A competitive real estate market can set buyers up to purchase a home that's either beyond their budgets --sometimes hugely beyond -- or doesn't meet their needs, according to a 2021 survey by Bankrate and YouGov. The survey found that recent home buyers, including 64% of millennials, had regrets about their home purchase. The top reason? They were unprepared for maintenance and other home ownership-related costs.

One solution: Work with a REALTOR® as early as possible in the process and make sure your agent knows your budget.

In addition to pressure to exceed their budgets, buyers are facing hurdles like these:

### 1. Risky to Waive Contingencies

Eliminating these protections can end up costing money for buyers. It's important to talk to your REALTOR® who will guide you through this process and explain the risks of removing protections and unknown variables.

### 2. Speed Showings and Decisions

In today's market, showings are lasting only 15 minutes. Take notes immediately after viewing a home. It is good to prepare beforehand, create a list of wants and requirements in priority order. Immediately after seeing each home, rank it based on the list.

### 3. Focusing on the Top of Your Price Range

If you're looking in a market where listings are achieving multiple offers and homes are going above asking price, don't look at houses at the top of your price range. If \$300,000 is your upper limit, look at houses priced at \$250,000 or \$275,000. Otherwise,

you're going to be outbid from the gate every time.

**4. The Need to Compromise** Adjust your search outward geographically, even if it means a longer commute. Buyers might also have to compromise on property types and features. In addition, they should consider doing some DIY projects instead of wanting everything to be move-in ready.

**5. Learn from Experiences** Access to information and guidance will help buyers make an offer on a home in a competitive market. Today's buyer has seen and written offers on many properties before they get their offer accepted. Each is a learning opportunity for buyers about what information they might need to be researching so they can move more quickly.

When you act on advice from recent buyers and REALTOR®, you can stay well informed and get good results even in a tough market. And that's the best way to prevent home buyer's remorse.

### Why use a REALTOR®

Working with a real estate professional who is a REALTOR® is in your best interest. Not everyone who sells real estate is a REALTOR®. Possessing a real estate license does not afford instant REALTOR® status—a distinction of which you need to be aware.

A REALTOR® is a member of local, state and national professional trade associations and has access to a vast array of educational programs, research and resources.

A REALTOR® subscribes to a strict code of ethics, and pledges to provide fair treatment for all parties involved, protect the right of individuals to own property and keep abreast of changes in real estate practice through continuing education and interaction with other professionals.

☐ PROOF O.K. BY: \_\_\_\_\_

☐ O.K. WITH CORRECTIONS BY: \_\_\_\_\_

PLEASE READ CAREFULLY • SUBMIT CORRECTIONS ONLINE

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## FOR IMMEDIATE RELEASE

TO: All News Media  
FROM: Seth Task, CRS, GREEN, Ohio REALTORS President, 216.276.1626  
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205  
RE: Ohio's August 2021 Home Sales  
DATE: September 22, 2021



Sales activity in the Ohio housing marketplace in August rose 1 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

"The Ohio housing marketplace continued to stabilize in August, as both sales activity and average price posted gains," said Ohio REALTORS President Seth Task.

"Our August results depict a marketplace returning to balance, with strong buyer interest and a welcomed increase in the inventory of homes being marketed for sale in many areas of Ohio," Task added. "It's apparent that historically low mortgage rates are continuing to move our market forward, as consumers appreciate that housing is a solid, long-term investment."

August's average home price of \$254,239 reflects a 14 percent increase from the \$223,107 mark posted during the month last year.

Sales in August reached 16,467, a 1 percent increase from the 16,304 sales recorded during the month a year ago.

Around the state, 14 of the 15 markets tracked reported upswings in average sales price in August, while 8 posted gains in sales activity.

Data provided to Ohio REALTORS by Multiple Listing Services includes residential closings for new and existing single-family homes and condominiums/co-ops. Ohio REALTORS, with more than 36,000 members, is the largest professional trade association in Ohio.

Refer to the following pages for a market-by-market analysis of sales activity throughout Ohio and local contact information.

*(NOTE: There might be a slight variance between the reported number of sales contained in this release and actual activity in the various markets due to Ohio REALTORS' early reporting requirement. Check with contacts in the particular market.)*

# Ohio Local MLS Stats Report for August 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	40	47	17.5%	\$5,916,200	\$8,220,712	39.0%	\$147,905	\$174,909	18.3%
Athens	85	85	0.0%	\$15,128,212	\$16,565,300	9.5%	\$177,979	\$194,886	9.5%
Cincinnati	2,774	2,683	-3.3%	\$716,855,301	\$779,837,527	8.8%	\$258,419	\$290,659	12.5%
Columbus	3,381	3,694	9.3%	\$943,752,054	\$1,138,073,378	20.6%	\$279,134	\$308,087	10.4%
Dayton	1,707	1,609	-5.7%	\$348,114,929	\$361,384,114	3.8%	\$203,934	\$224,602	10.1%
Firelands	325	304	-6.5%	\$65,042,481	\$62,306,463	-4.2%	\$200,131	\$204,955	2.4%
Greater Ports.	73	61	-16.4%	\$7,931,219	\$8,281,996	4.4%	\$108,647	\$135,770	25.0%
Knox	59	53	-10.2%	\$11,651,778	\$10,338,593	-11.3%	\$197,488	\$195,068	-1.2%
Lancaster	47	23	-51.1%	\$9,425,360	\$77,313,600	720.3%	\$200,540	\$3,361,461	1576.2%
Mansfield	146	195	33.6%	\$22,216,234	\$32,184,350	44.9%	\$152,166	\$165,048	8.5%
MLS Now <sup>1</sup>	5,556	5,659	1.9%	\$1,126,671,409	\$1,288,769,685	14.4%	\$202,785	\$227,738	12.3%
NORIS <sup>2</sup>	1,127	1,136	0.8%	\$199,101,229	\$228,811,859	14.9%	\$176,665	\$201,419	14.0%
Scioto Valley	131	134	2.3%	\$17,785,975	\$27,109,104	52.4%	\$135,771	\$202,307	49.0%
West Central <sup>3</sup>	239	240	0.4%	\$37,079,977	\$39,351,002	6.1%	\$155,146	\$163,963	5.7%
WRIST <sup>4</sup>	614	544	-11.4%	\$110,867,113	\$108,008,476	-2.6%	\$180,565	\$198,545	10.0%
<b>Statewide</b>	<b>16,304</b>	<b>16,467</b>	<b>1.0%</b>	<b>\$3,637,539,471</b>	<b>\$4,186,556,159</b>	<b>15.1%</b>	<b>\$223,107</b>	<b>\$254,239</b>	<b>14.0%</b>

<sup>1</sup> MLS Now: Ashtabula, Belmont, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Gernsey, Harrison, Holmes, Jefferson, Lake, Lorain, Mahoning, Medina, Muskingum, Portage, Stark, Summit, Trumbull, Tuscarawas, Washington and Wayne Counties.

<sup>2</sup> NORIS (Northwest Ohio Regional Information System): Lucas, Fulton, Defiance, Williams, Henry, Wood, Putnam, Paulding, Hancock, and Wyandot Counties.

<sup>3</sup> West Central: Allen, Hardin and Van Wert Counties.

<sup>4</sup> WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer Counties

**Report reflects reported closings by MLSes for the above areas and time period. It includes new and existing residential single family and condo/co-ops.**

Monday, September 20, 2021



# Ohio Local MLS Stats Report for January through August 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	257	312	21.4%	\$37,330,785	\$56,034,737	50.1%	\$145,256	\$179,599	23.6%
Athens	460	537	16.7%	\$78,347,521	\$103,246,662	31.8%	\$170,321	\$192,266	12.9%
Cincinnati	17,026	18,602	9.3%	\$4,148,283,572	\$5,085,229,548	22.6%	\$243,644	\$273,370	12.2%
Columbus	21,216	23,398	10.3%	\$5,537,312,352	\$6,982,899,120	26.1%	\$260,997	\$298,440	14.3%
Dayton	10,925	11,334	3.7%	\$2,105,719,680	\$2,472,725,989	17.4%	\$192,743	\$218,169	13.2%
Firelands	2,027	2,110	4.1%	\$357,937,192	\$412,950,718	15.4%	\$176,585	\$195,711	10.8%
Greater Ports.	462	473	2.4%	\$54,473,230	\$63,230,955	16.1%	\$117,907	\$133,681	13.4%
Knox	361	347	-3.9%	\$70,266,430	\$73,662,113	4.8%	\$194,644	\$212,283	9.1%
Lancaster	260	175	-32.7%	\$46,717,798	\$105,300,752	125.4%	\$179,684	\$601,719	234.9%
Mansfield	1,013	1,151	13.6%	\$139,512,230	\$179,604,317	28.7%	\$137,722	\$156,042	13.3%
MLS Now <sup>1</sup>	34,634	36,834	6.4%	\$6,492,291,952	\$7,841,780,658	20.8%	\$187,454	\$212,895	13.6%
NORIS <sup>2</sup>	7,030	7,681	9.3%	\$1,171,847,006	\$1,469,279,817	25.4%	\$166,692	\$191,288	14.8%
Scioto Valley	842	934	10.9%	\$120,695,276	\$153,714,950	27.4%	\$143,344	\$164,577	14.8%
West Central <sup>3</sup>	1,492	1,608	7.8%	\$213,849,725	\$260,748,522	21.9%	\$143,331	\$162,157	13.1%
WRIST <sup>4</sup>	3,742	3,683	-1.6%	\$623,200,660	\$700,387,928	12.4%	\$166,542	\$190,168	14.2%
<b>Statewide</b>	<b>101,747</b>	<b>109,179</b>	<b>7.3%</b>	<b>\$21,197,785,409</b>	<b>\$25,960,796,786</b>	<b>22.5%</b>	<b>\$208,338</b>	<b>\$237,782</b>	<b>14.1%</b>

<sup>1</sup> MLS Now: Ashtabula, Belmont, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Gernsey, Harrison, Holmes, Jefferson, Lake, Lorain, Mahoning, Medina, Muskingum, Portage, Stark, Summit, Trumbull, Tuscarawas, Washington and Wayne Counties.

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***\*\*Report reflects reported closings by MLSes for the above areas and time period. It includes new and existing residential single family and condo/co-ops.***

Monday, September 20, 2021

**CONTACT: 2021 Ohio REALTORS President Seth Task – 216.276.1626**

*For more information on home sales activity in a particular marketplace, contact one of the Local Boards/Associations or Multiple Listing Services below.*

**Akron Cleveland Association**

Sandy Naragon, CEO | 216.901.0130  
Beth Rodgers, President | 216.447.4477

**Ashland Board**

Misty Miller, EO | 419.281.2700  
Diane Harper, President | 330.264.2644

**Ashtabula County Board**

Lisa Brail, EO | 440.998.1152  
Debra Woodworth, President | 440.206.6159

**Athens County Board**

Nadya Hinson, AE | 509.638.5794  
Joshua Bodimer, President | 740.446.3643

**Beaver Creek Area Association**

Dale Meller, EO | 330.383.5554  
Barbara Stamp, President | 330.314.6125

**Butler-Warren Association**

Leslie Besl, EO | 513.939.2881  
Daryl Dunn, President | 513.238.7702

**Cincinnati Area Board**

Rich Fletcher, CEO | 513.761.8800  
Stephanie Sudbrack-Busam, President | 513.793.2121

**Columbus REALTORS**

Interim CEO | 614.475.4000  
Michael Jones, President | 614.794.9494

**Dayton REALTORS**

Carlton Jackson, CEO | 937.223.0900  
Sharon Geier, President | 937.436.2700

**Delaware County Board**

Joni Regula, EO | 740.363.3227  
April Scowden, President | 614.825.2940

**East Central Association**

Holly Lehigh, EO | 330.343.7736  
Deborah Rodriguez, President | 740.264.7131

**Firelands Association**

David Freitag, CEO | 419.217.0870  
Alex Johnson, President | 419.732.0941

**Guernsey Muskingum Valley Association**

Steffanie Bush, EO | 740.452.3890  
Roberta Lepi, President | 740.516.3272

**Knox County Board**

Jeri Scott, EO | 740.392.8490  
Sibley Poland, President | 740.397.3145

**Lake & Geauga Area Association**

Interim CEO | 440.350.9000  
Sara DiFranco, President | 440.354.3334

**Lancaster Board**

Debbie Hoelscher, EO | 740.653.1861  
Cindy Collins, President | 614.944.5900

**Licking County Board**

Patty Osborn, EO | 740.345.2151  
Jacqueline VanDorn, President | 740.404.6126

**Lorain County Association**

Barb Tressel-Bangas, EO | 440.328.4210  
David Reddy, President | 440.892.2211

**Mansfield Association**

Lanie Bauer, EO | 419.756.1130  
Elisa Schunatz, President | 419.5589.7368

**Marietta Board**

Carrie Hale, EO | 740.373.8194  
David Chichester, President | 740.374.7325

**Medina County Board**

Sherry Stell, EO | 330.722.1000  
Robert Wilging, President | 330.722.1000

**Midwestern Ohio Association**

Brenda Blair, EO | 937.335.8501  
Tanya Blair, President | 937.214.0427

**MLS Now**

Carl DeMusz, CEO | 216.485.4100  
John Kurlich, COO | 216.485.4100

**NORIS MLS**

Megan Foos, CEO | 419.535.3222

**Northwest Ohio REALTORS (Toledo Area)**

Megan Foos, CEO | 419.535.3222  
Joan Rauh, President | 419.720.5600

**(Greater) Portsmouth Area Board**

Amy Patrick, EO | 740.353.3079  
Terrie Zempter, President | 740.354.1151

**Scioto Valley Association**

Brenda Free, EO | 740.773.7489  
Marian Everhart, President | 740.998.4021

**Southern Ohio Association**

Alexia Billings, EO | 513.528.2657  
Carrie McIntosh-Owens, President | 513.677.1830

**Springfield Board**

Karen Bodey, EO | 937.323.6489  
Brock Bowen, President | 937.429.4500

**Stark Trumbull Area REALTORS**

Collene Burgess, CEO | 330.494.5630  
Richard Cosgrove, President | 330.433.6005

**Wayne-Holmes Association**

Amy Scott, EO | 330.264.8062  
Adam Hanzie, President | 330.466.5338

**West Central Association (Lima Area)**

Cara Budde, EO | 419.227.5432  
Bailey Joseph, President | 419.516.3272

**WRIST MLS**

Stan Hartke, CEO | 937.335.1117

**Youngstown Columbiana Association**

Julie Larson, CEO | 330.788.7026  
Patrick Burgan, President | 330.783.0055