

# The Mahoning Valley REALTOR®

Youngstown Columbiana Association of REALTORS®  
5405 Market Street, Youngstown, OH 44512  
Phone 330-788-7026 Fax 330-788-4329  
YCAR.org | Contact | Printer Friendly Version

The Voice for Real Estate™ in the Youngstown Columbiana Area

January 2009 Newsletter Vol 10 Issue 01

It is the mission of the Youngstown Columbiana Association of REALTORS® to serve its members by protecting and enhancing the members' rights and capabilities to conduct their real estate business and increase their profit opportunities; by monitoring compliance with professional standards thus enabling members to serve the public in a competent and ethical manner; by expanding legislative influence to promote and protect private property rights for the benefit of the real estate marketplace.

## In This Issue:

- Fraud Scheme ALERT!
- Top Ten 2008 Events Impacting Real Estate
- Past Presidents Luncheon
- "Make Mortgages Attainable"
- Rescue Mission Gets Check
- Quarterly Dues Payment Service
- 2009 Tentative Education
- BOD Action
- Education
- Coming Events
- In Sympathy
- Read It & Reap
- Welcome New Members
- QUIZ OF THE MONTH

## Links:

YCAR.org  
CRISMLS.org  
OhioOpenHouseFinder.com  
OAR Short Sale Forum  
NAR Market Insight

## Contacts:

**YCAR**  
5405 Market Street  
Youngstown, OH 44512  
Pho: 330-788-7026  
Fax: 330-788-4329  
Email: [Staff@ycar.org](mailto:Staff@ycar.org)  
Web: [www.ycar.org](http://www.ycar.org)  
Hours: M-F 8:30-5:00

## YCAR Staff:

Sharyn Braunstein  
Chief Executive Officer  
Ext: 102

Joanna Freiberg, e-PRO  
Administrative Assistant  
Ext: 100

Jeff Hudson, e-PRO  
Technical Coordinator  
MVR Design  
Ext: 103

Mary Ann Pallante  
Office Manager  
Membership Secretary  
Bookkeeper  
Ext: 101

Tracy Moracco  
Receptionist/Secretary  
SUPRA Lockbox Manager  
Ext: 106

## MVR Editors:

Tom Coppola  
Leon Turek

## Legal Counsel:

Attorney Donald Leone

## President's View by Eric Caspary, President - Youngstown Columbiana Association of REALTORS®



### Let's Get Involved

I am proud and honored to serve as your 2009 President, I encourage you to become involved in your association.

I want to thank all of the members that have agreed to chair our association committees and there's still time to join committees that will interest you and allow you to meet other REALTOR® and Affiliate members while learning how the association operates.

This past year in real estate was a challenge for many of us, though we are optimistic because of historically low interest rates, ample housing supply and stabilizing real estate values and we look forward to 2009 being a super sales year.

Our association committee service project for 2009 is The Needle's Eye. The Needle's Eye seeks to prevent drug and alcohol abuse and to rehabilitate drug and alcohol abusers. It is located in the heart of Youngstown's south side where many are unemployed, unskilled and poorly educated and the abuse of drugs and alcohol is a growing menace. This center gets no federal funds and relies solely on the generous support of churches, businesses, service organizations, and individuals throughout the Youngstown area.

I first learned of Irma Davis 22 years ago through my church. What strikes me most about this person is her life-long commitment to changing troubled lives and improving our community. Irma's work and the Needles's Eye is one of my personal passions and one for which I would like to have the support of the Youngstown Columbiana Association of REALTORS®. I feel that our support of this organization can be another way that YCAR gives back to our community and makes a difference in people's lives.

YCAR is recognized around the state as one of the finest associations. We have a great staff that is always available to you for any real estate related question or information you need, they are only a phone call away.

This year your local association has agreed not to increase your local membership dues. In order to continue to do this we need to be more supportive of our affiliate members and the services their businesses provide. Because of them they bring to your organization added income. We can't afford not to use them.

In closing let's make 2009 a huge real estate success! Get involved in your association, join a committee. Be positive about the market, tell consumers it's a great time to buy! Support your affiliates that support you and you'll find the beginning of a super sales year!

Sincerely,

*Eric J. Caspary*

Statements of fact and opinion are the opinions of the authors and do not imply an endorsement on the part of the association, the "Mahoning Valley REALTOR®" or its editorial staff.

**Support Your Affiliates Who Support Your Local  
REALTOR® Association or It's Gonna Cost YOU!**

**Officers:**

- Eric Caspary  
*President*
- David Klacik  
*President-Elect*
- Joan Zarlenga  
*Treasurer*
- Kathy Carroll  
*Immediate Past President*

**Board of Directors:**

- Sandi Bates
- Paul Bevilacqua
- John Burgan
- Jim Grantz
- Jennifer Hanigosky
- Dawn Kuhn
- Debbie Parisi
- Dom Vechiarelli
- Dave Walker
- Bob Weily

**CRIS Directors:**

- Terri Hoon, Past President
- Judy Whittenberger

**CRIS Alternates:**

- Ray Knight
- Funmi Olarewaju
- Brenda Palmer

**OAR Directors:**

- Sharyn Braunstein, CEO
- Kathy Carroll
- Eric Caspary
- David Klacik
- Tom Williams, OAR DVP
- Joan Zarlenga

**OAR Alternates:**

- Betty Belding
- Terri Hoon
- Dawn Kuhn
- Debbie Parisi
- Carole A. Sharkey
- Bob Weily

[\[Back to Top\]](#)

## 2009 Leadership



**President:**  
Eric Caspary



**President Elect:**  
David Klacik



**Treasurer:**  
Joan Zarlenga



**Past President:**  
Kathy Carroll

[\[Back to Top\]](#)



Required Code Of Ethics



REALTOR University Ohio



Online CEU



ePRO Certification

**Know how**  
Mortgage solutions from lending experts!  
More >>  
Providing answers. One neighbor at a time.  
HOME SAVINGS  
homesavings.com

[Click here to visit this advertiser's website](#)

### Treasury Alerts REALTORS® to Fraud Scheme

If a buyer tries to use a "personal promissory note" or "private offset bond" to buy a home, the matter might be an attempt at fraud and you should let the U.S. Treasury Department know, a notice from the Treasury's Office of Inspector General says.



REALTOR® Supplies  
at ycar-store.com



Calculated Industries



We create onsite floor  
plans of your listings  
MeasureComp.com



REALTOR.org Store

The Official Newsletter of the  
Youngstown Columbiana  
Association of REALTORS®

Here's the notice in full, with contact information:

### SUBJECT: Fraud Alert

The U.S. Department of Treasury, Office of Inspector General (OIG), is investigating incidences whereby individuals are using fraudulent promissory notes and bonds to attempt to purchase vehicles and real estate. The OIG has been notified of numerous occurrences throughout the United States where fraudulent documents were used to attempt to purchase vehicles. Treasury OIG has also been made aware of incidents in Arizona and Colorado where similar fraudulent documents were used to attempt to purchase homes and an office building.

The fraudulent documents are not referenced as "U.S. Treasury" bonds or promissory notes. They are referenced as "personal promissory note" and "private offset bond;" however, they have the name of Henry Paulson, Secretary, U.S. Treasury, on the face of the documents.

Treasury OIG has learned that the only type of hard-copy bond issued by the U.S. Treasury that a citizen can purchase today is a savings bond. All other bonds are electronic and the buyer would not receive a hard-copy document. Finally, Paulson's name should not appear on any document listed as a private bond or promissory note since these items are not backed or guaranteed by the U.S. Treasury.

If you have any information regarding this type of fraudulent activity, we request that you contact the U.S. Department of Treasury, Office of Inspector General (OIG), Office of Investigations Hotline, at 800/359-3898 or e-mail [Hotline@oig.treas.gov](mailto:Hotline@oig.treas.gov). REALTORS® approached by a person giving these or similar circumstances should consider the potential for fraud. Should you suspect fraudulent activity, it is recommended that you contact the OIG Hotline and your local law enforcement agency immediately. Additional information regarding this and other similar fraud schemes can be found at three five three nine eight six the following Department of Treasury Web site:

[http://www.treasurydirect.gov/instit/statreg/fraud/fraud\\_bogussightdraft.htm](http://www.treasurydirect.gov/instit/statreg/fraud/fraud_bogussightdraft.htm)

Reprinted from [REALTOR® Magazine Online](http://www.realtor.org/realtomag) (<http://www.realtor.org/realtomag>), December 4, 2008 with permission of the NATIONAL ASSOCIATION OF REALTORS®. Copyright2008. All rights reserved.

[Back to Top]



**Associated Federal Abstract & Escrow Agency, Inc.**  
1040 South Commons Place, Suite 200, Youngstown, OH 44514

**Matthew C. Giannini** -Agents- **Mary Ann Fabrizi**  
Susan Mellinger, Escrow Agent

Patty McFall, Marketing & Public Relations      Deborah Boyer, Title Coordinator  
24 Hour Cell: (330) 720-0101      Fax: (330) 726-2190      Office: (330) 726-0484

For your convenience, closings are done from 7:30 a.m. - 10:00 p.m. SEVEN days a week in or out of our office.  
[www.associatedfederal.com](http://www.associatedfederal.com)

[Click here to visit this advertiser's website](#)

## THE TOP 10 EVENTS IMPACTING REAL ESTATE IN 2008



by Stefan Swanepoel

As part of the annual [Swanepoel TRENDS Report](#) that is published every year during the first week of February, the research team wraps their four month study of the real estate industry by announcing the top 10 Newsmakers, Events and Trendsetters for the year.

The second list to be released is the top 10 events that during 2008 had the largest impact and influence on the real estate brokerage industry. Events are defined as those occurrences that transpired during the previous calendar year (2008) that

made headlines and captured the attention of the real estate industry. The selection of these events was based upon their potential future impact on the industry rather than only their 2008 impact.

The Top 10 Events impacting Real Estate for 2008 are:

### **1. The Bailout: September 17th**

Most notably the one single event of the year was the announcement of the "Silver Bullet" designed to save the country from the subprime collapse itself and the failure/buyout of major Wall Street firms and national banks. Depending upon how effectively the Emergency Economic Stabilization Act's \$700 billion is going to be allocated and managed it may prove to be the beginning of the turning point in the current economic recession.

### **2. The Presidential Election**

In one of the most competitive, contentious, divisive and yet historic political campaigns the country responded with the largest voter turnout in history to elect an African American, Barak Obama as president. The "I have a dream" has taken a huge step toward fulfillment. However, the new administration will have little time to reflect on victory as it faces serious economic challenges and a trillion dollar plus debt that will take years to resolve.

### **3. In Memory Of: Countrywide, IndyMac, WAMU, Wachovia And Others**

Barely one year ago in 2007 these companies were not only household names but were considered financial giants. In one short year they have become a factoid of history. Some filed for bankruptcy while others were acquired by the likes of Bank of America, the federal government, J.P. Morgan Chase and Wells Fargo. 2008 reminded us that nothing lasts forever and everything is replaceable.

### **4. Facing Foreclosure Frenzy**

As a direct fallout of the subprime collapse, the foreclosure rate in the U.S. hit staggering levels in 2008. At the opening of the third quarter foreclosures were up 25% over the previous October with a reported one in every 452 of the country's homes in foreclosure. [RealtyTrac](#) reported last October that there was a sharp decline in foreclosure filings but it still estimated that by the end of 2008 there would be more than one million REOs on the books.

### **5. Home Prices Spiral Downward**

The recession devastated many real estate markets across the country with the worst-performing towns and cities in places like central California, Miami and Las Vegas posting declines of 40% in 2008. The stranglehold on financing continued to drive home prices in many other places back to 2000 - 2002 levels, with predictions of continued declines in 2009 as unemployment reaches record highs and the financial meltdown spills over to other industries.

### **6. NAR - DOJ Settlement**

Finally the long and protracted 2½ year legal battle between NAR and the Department of Justice (DOJ) was put to rest as Judge Kennelly issued his final judgment in November. In the end, NAR's longstanding Internet Data Exchange (IDX) policy was validated as NAR was deemed to have not admitted any liability or wrongdoing and no payments were made in conjunction with the settlement. In addition, NAR has been cleared to reinstate an updated version of its Virtual Office Website (VOW) and the MLS has been preserved and strengthened in the process. Now it's back to business.

### **7. Brokers Go Bust**

Changing names, merging, consolidating, filing bankruptcy and closing branches was on the order of the day throughout 2008 as literally thousands of real estate brokerages companies went out of business during 2008. This included many independents as well as franchises from just about every major brand including Century 21, EXIT and RE/MAX. Also filing for bankruptcy is national franchise Help-U-Sell and Web 2.0 newcomers such as Igglo. 2009 may see even more brokers closing up shop than 2008.

### **8. Keeping It Short**

Founded in 2006, [Twitter](#) moved into the mainstream this year as the next evolution in the social networking and micro-blogging environment. By using short text-based posts (affectionately named "tweets"), staying in touch has been given a whole new meaning.

### **9. ActiveRain Explodes Past 100,000 Members**

As we discussed in last year's report (Trend #1 - Two Worlds; One Industry) [ActiveRain](#) has moved to the head of the social networking line in the real estate industry. With as many as 35,000 users logged on at the same time, no one else has even come close to reaching that many Realtors® at one time. It goes without saying that [ActiveRain](#) has proven that social networking has made a home in real estate.

### **10. NAR Celebrates 100 Years**

In May 1908, 120 men gathered in Chicago with the goal to "unite the real estate men of America." Today the National Association of REALTORS® (NAR) is America's largest trade association representing more than 1.2 million members. For 100 years, NAR and its members have established homeownership as a

cornerstone of the American Dream and advocated private property rights as one of the fundamental principles that unite us as Americans. 2008 marked NAR's centennial birthday. How many of these events impacted you or were/are you aware of?

[\[Back to Top\]](#)

## Almost 500 Years of Experience

There was almost 500 years of experience (482 to be exact) in the room at the Past Presidents Luncheon on Friday, December 12, 2008 at Tippecanoe Country Club.

The past presidents complimented current President Kathy Carroll on the positive Vindicator articles she wrote and the positive interviews she gave with local television stations throughout her year.



Front kneeling L-R: John Burgan, Dave Fisher Back Standing L-R: Kathy Miller, Bob Weily, Tom Williams, Terri Hoon, Jack Mayo, Kathy Carroll, Joe Zidian, Gwen Bush, Four Four, Six Nine, Four Two, Leon Turek, Paul Bevilacqua, Eric Caspary, Dave Walker, Tom D'Amico

[\[Back to Top\]](#)



Serving All of Ohio  
Attorney Micheal R. Piccirillo  
Brian K. Mincher (Escrow Agent)

Phone: (330) 965-0110  
Fax: (330) 965-0230

7301 West Boulevard, Suite C2  
Boardman, OH. 44512

FRIENDLY | EFFICIENT | AFFORDABLE [www.reliabletitleagency.net](http://www.reliabletitleagency.net)

[Click here to visit this advertiser's website](http://www.reliabletitleagency.net)

## **NAR Urges Financial Regulators and Industry to Make Mortgages More Attainable**

WASHINGTON, December 18, 2008

The National Association of REALTORS® applauds recent actions by the Federal Reserve and the Treasury making mortgage interest rates more affordable. However, further action is needed to help the thousands of people trying to buy a home or to stem off foreclosure to get a mortgage easily and quickly.

“Our members tell us that families are once again looking to enter the housing market only to find that delays, process and bureaucracy are getting in the way,” said NAR President Charles McMillan, a broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth. “The federal government and the mortgage lending industry must address continuing problems that are impeding the delivery of mortgage credit to home buyers and those trying to avoid foreclosure.”

In a letter to the Treasury Department, the Federal Reserve Board and the Federal Housing Finance Agency, and copied to President-elect Barack Obama’s transition team, NAR notes that in addition to lowering interest rates, the federal government must work with mortgage lenders and credit reporting agencies to eliminate processes that are making it difficult to close on a mortgage loan so that the housing market and the nation’s economy can have a robust recovery.

“Now really is a great time to buy a home. Inventory is high, prices are down and mortgage rates are near 50-year lows. We have to unclog the system and let people achieve and hold on to the dream of homeownership,” McMillan said.

NAR is recommending that the Treasury Department provide additional TARP funds for the sole purposes of making additional loans and modifying mortgages to help prevent foreclosures.

“The housing market is clogged with short-sales that take frustratingly too long to clear. Though lax underwriting standards should never return, many lenders’ credit score requirements have become overly stringent. Good people with good credit scores are finding it difficult to qualify for loans despite the historically low mortgage rates,” said McMillan.

NAR is asking mortgage lenders and mortgage insurers to make sure they have not over-corrected their underwriting standards and added unnecessarily strict underwriting standards, such as excessively high credit scores to qualify for a mortgage. In addition, credit reporting bureaus should improve compliance with the Fair Credit Reporting Act, including providing prompt responses to consumers who want to correct errors in their file.

Lastly, NAR is calling on all mortgage lenders, their servicers, Fannie Mae and Freddie Mac, and investors in mortgage assets to implement aggressive policies that result in more loan modifications to prevent as many foreclosures as possible, expedited processes for short-sales, and added liquidity to the nonconforming mortgage market.

“If rates stay low at near 5 percent or lower, home sales could rise nationally by 10 to 15 percent in 2009 and stabilize prices in many parts of the country,” said NAR Chief Economist Lawrence Yun. “That, in turn, will help reduce foreclosure pressures and lower the rate of re-defaults on recently modified distressed loans. Improved loan modification tools are also necessary. Everyone needs to work together so this can become a reality.”

NAR continues to advocate for other measures that would help create long-term stability by ensuring that safe and affordable mortgages are available throughout the nation, including making the higher loan limits passed in the economic stimulus bill earlier this year permanent and extending the temporary \$7,500 tax credit for first-time home buyers to all home buyers and eliminating the repayment requirement.

“The work is not yet finished, and NAR is committed to continuing its efforts with policy makers and the new Congress and administration to get the real estate market back on track – the nation’s economy depends on it,” McMillan said.

Reprinted from [REALTOR®.org](http://REALTOR.org), December 18, 2008 with permission of the NATIONAL ASSOCIATION OF REALTORS®. Copyright 2008. All rights reserved.



COMMONWEALTH  
SUBURBAN  
TITLE AGENCY, INC.

[www.commonwealthyng.com](http://www.commonwealthyng.com)

YOUR LOCAL TITLE AGENCY  
*For Over 50 years!*

[Click here to visit this advertiser's website](http://www.commonwealthyng.com)

## Rescue Mission Receives Check From YCAR



Jim Echement presents President Kathy Carroll with Certificate of Appreciation to YCAR from the Rescue Mission of the Mahoning Valley

At December's Board of Directors meeting, President Kathy Carroll presented a check on behalf of the entire membership of the Youngstown Columbiana Association of REALTORS® in the amount of \$9,187.41 to Jim Echement of the Rescue Mission of the Mahoning Valley, the association's 2008 community service project.

---

[\[Back to Top\]](#)

		<p><b>SERVICES</b></p> <ul style="list-style-type: none"> <li>» Title Commitment</li> <li>» Deed Preparation</li> <li>» Escrow</li> <li>» Title Policy Premiums</li> </ul>
<p><i>"Because you're entitled to the best!"</i></p>		<p>5361 Market Street Youngstown, OH 44512 (330) 747-2600 Fax (330) 747-5043</p>
<p>Attorney Donald P. Leone, Owner</p>		

[Click here to visit this advertiser's website](#)

## Association Offers Quarterly Dues Payment Service

In order to relieve the financial strain of paying your annual REALTOR® dues on December 1st (during the holiday season), the Youngstown Columbiana Association of REALTORS® will continue to offer a voluntary quarterly dues payment service in 2009.

The quarterly dues payment service is available for members who have already paid their 2009 dues and wish to begin paying ahead their 2010 dues.

How to Pay Your 2010 Dues Ahead...

- By March 1, 2009 remit a payment of \$116.75
- By June 1, 2009 remit a payment of \$116.75
- By September 1, 2009 remit a payment of \$116.75

Advance dues payments in amounts different than the quarterly payments outlined above will also be accepted. You will receive a 2010 dues invoice with any adjustments to your balance on November 1, 2009 with the remaining portion of your 2010 dues payment due by December 1, 2009.

If you choose to take advantage of this quarterly dues payment service, however by December 1, 2009 you decide not to continue your REALTOR® membership for 2010, your entire 2010 advance dues payment will be refunded.

If you have any questions call Mary Ann Pallante at the association office at 330-788-7026.

[\[Back to Top\]](#)

## Plan Ahead... 2009 YCAR Tentative Education Schedule

**NOTE: Subject to change**

### January 15 "Free" Lunch & Learn

"It's a New Game"  
Affiliate Council  
12:00 noon - 1:30 pm  
YCAR Office  
40 registrants

### January 29 Brown Bag

Tracking REALTOR® Business Expenses  
2 Hours CE  
Carolyn Toth  
12:00 - 12:30 lunch  
12:30 - 2:30 class  
YCAR Office  
40 registrants

### April 16 "Free" Lunch & Learn

"It's a New Game"  
Affiliate Council  
12:00 noon - 1:30 pm  
YCAR Office  
40 registrants

### April 17 Fair Housing - Civil Rights

3 Hours CE (Required)  
Speaker: Lucinda Sharp-Gates  
9 am to Noon, Metro Parks  
90 registrants

### May 22 Core Law - (Required)

3 Hours CE  
Speaker: Atty. Rick Mastriana

**February 5 Brown Bag Lunch**

Michael Sciortino  
 Mahoning County Auditor  
 -Utilizing Auditor's Site  
 -Your Home Your Value  
 12:00 -12:30 Lunch  
 12:30 - class  
 YCAR Office  
 40 registrants

**February 13 Short Sales**

3 Hours CE  
 Speaker: Atty. Pat Kearney  
 9 am to Noon - Metro Parks  
 90 registrants

**February 27 VA Home Loans**

"Free to YCAR Members"  
 3 Hours CE  
 Speaker: Mark Jamieson  
 Loan Officer  
 U.S. Dept. of Veteran Affairs  
 Location: Jewish Community Ctr.,  
 500 Gypsy Lane, Youngstown, OH  
 9 am to Noon  
 100 registrants

**March 13 Ethics "Promise of Professionalism"**

3 Hours CE (Required)  
 Speaker: Alec Hagerty  
 9 am to Noon - Metro Parks  
 90 registrants

**April 3 Renovating Financing**

3 Hours CE  
 Speaker: Jennifer Krause  
 9 am to Noon - Metro Parks  
 90 registrants

9 am to Noon, Metro Parks  
 90 registrants

**June 12 Radon & Mold**

3 Hours CE  
 Speaker: Alec Hagerty  
 9 am to Noon , Metro Parks  
 90 registrants

**August 20, 21 CNE Designation**

(Certified Negotiation Expert)  
 Speaker: Alec Hagerty  
 8:30 am - 4:30 pm  
 1 Hour Lunch  
 YCAR Office  
 27 registrants

**September 3 General Membership Meeting**

Speaker: Peg Ritenour  
 Avion On The Water  
 8:00 am registration/breakfast

**October 1 Trade Fair Seminar**

3 Hours CE  
 Speaker: Alec Hagerty  
 1:00 pm to 4:00 pm  
 Mr. Anthony's

**October 16 Ethics "Promise of Professionalism"**

3 Hours CE (Required)  
 Speaker: Alec Hagerty  
 9 am to Noon - Metro Parks  
 90 registrants

**November 13 Lead Base Regulations**

3 Hours CE  
 Speaker: John Zilka,  
 9 am to 12 noon, YCAR Office  
 27 registrants

[\[Back to Top\]](#)

## Action

The Directors of the Association took the following actions during the month of December 2008:

**NOTE:** Absence from three (3) regularly scheduled meetings of the Board of Directors without an excuse deemed valid by the Directors shall be construed as resignation from the Board of Directors. You must call the Association office ahead of the scheduled meeting to request to be excused.

**In Attendance:** President Kathy Carroll, President-Elect Eric Caspary, Treasurer David Klacik, Immediate Past President Gwen Bush, Dom Vechiarelli, Nancy Cuffle, Carolyne Toth, Ray Knight, Bob Weily, Debbie Parisi, Joan Zarlenga, John Burgan, Dawn Kuhn, Affiliate Member Jennifer Hanigosky of Home Savings and 2009 Directors Sandi Bates, Paul Bevilacqua, Jim Grantz and Dave Walker.



Helen Paes, Vice President of Public Relations & External Alliances of the Youngstown Warren Regional Chamber and Christopher Litton, President of the Regional Chamber Foundation, made a presentation to the Directors regarding the Chamber's Project 360 and also reported on the progress of the economic development the Chamber has been involved in over the past several years.



Unanimously endorsed Tom Williams, District One Vice President, for Treasurer of the Ohio Association of REALTORS® for 2010.

- ✓ Tom Williams reported on the Ohio Association of REALTORS® Executive Committee's response to the letter they received from our association requesting that the NATIONAL ASSOCIATION OF REALTORS® address concerns about the FICO credit scoring and the problems stemming from the use of the FICO scoring asking that consideration be given to adding this issue as a 5th point to NAR's 4-point housing stimulus proposal that is being submitted to Congress. OAR has sent a letter to 2009 NAR President Charles McMillan asking that consideration be given to our association's letter realizing that altering an official statement from NAR at this time poses a significant challenge, but at least NAR will acknowledge the problems caused by the FICO scoring and take appropriate measures to achieve possible remedies.
- ✓ Approved the minutes of the November 13, 2008 Directors meeting as written.
- ✓ Filed the association's Financial Statement for November 2008 for review.
- ✓ Approved the provisional REALTOR® Membership of two applicants.
- ✓ President Carroll presented a check on behalf of the entire membership of the Youngstown Columbiana Association of REALTORS® in the amount of \$9,187.41 to Jim Echement of the Rescue Mission of the Mahoning Valley, the association's 2008 community service project.
- ✓ Approved the Affiliate Council's request for an expense budget of \$371.49 on the association's 2009 budget.
- ✓ Approved the Alternative Advertising Task Force's requests for changes to the new format of the Homes Magazine.
- ✓ Approved to retain Attorney Donald P. Leone as the association's legal counsel in 2009.
- ✓ Approved to retain Anness, Gerlach and Williams as the association's accounting firm in 2009.
- ✓ Reported on the actions of the CRIS Board of Directors at their November 17, 2008 meeting.
- ✓ Attorney Leone reported on the recent Ohio Association of REALTORS® Attorney Roundtable event in Columbus.
- ✓ Approved one Senior Member applicant.
- ✓ Approved the reinstatement of REALTOR® Membership of one applicant.
- ✓ Approved President-Elect Eric Caspary's appointments to 2009 association committees.
- ✓ Denied a member's request for an extension of time until the end of January 2009 to pay her REALTOR® dues.
- ✓ Scheduled a REALTOR® Blood Drive with the American Red Cross for Friday, May 29, 2009 from 11 a.m. to 3:00 p.m. at the association office.
- ✓ Approved to delay the suspension of Affiliate Members for nonpayment of 2009 dues until the January 2009 Board of Directors meeting; delay the termination of Affiliate Members until the February, 2009 Board of Directors meeting.

[\[Back to Top\]](#)

## Education

**NOTE: All seminar registration forms must be completed and signed by each individual attendee and faxed, mailed or delivered to the YCAR office prior to the seminar.**

**YCAR - 330-788-7026 Joanna Freiberg**  
**Mink Education - 330-856-5700**

**January 15** - "It's A New Game" - YCAR

FREE Lunch & Learn, Thursday, January 15, 2009

**Noon to 12:30 Lunch**  
 12:30 p.m. – 1:30 p.m. Class  
 YCAR Association office

Call Joanna Freiberg at 330-788-7026  
to make your reservation now!

[Click here for flyer of details!](#)



- January 19** - "New Construction" - Mink Education
- January 26** - "Core Law/Agency" - Mink Education
- January 29** - "Tracking Your REALTOR® Business Expenses" - YCAR

Brownbag Lunch, Thursday, January 29, 2009  
Speaker: Carolyn Toth  
**Noon to 12:30 Lunch**  
12:30 p.m. – 2:30 p.m. Class - 2 hours CE  
YCAR Association office  
Call Joanna Freiberg at 330-788-7026  
to make your reservation now!

[Click here for flyer of details!](#)



- February 05** - "How To Utilize The Auditors Website" - YCAR

Brownbag Lunch, Thursday, February 05, 2009  
Speaker: Mahoning County Auditor Michael Sciortino  
**Noon to 12:30 Lunch**  
12:30 p.m. Meeting  
YCAR Association office  
Call Joanna Freiberg at 330-788-7026  
to make your reservation now!

[Click here for flyer of details!](#)



[\[Back to Top\]](#)


## Coming Events

- January 1** - Happy New Year!! Association Office Closed
- January 2** - Association Office Closed
- January 6** - Education Committee Meeting 1:30 pm
- January 8** - Board of Directors, 8:30 am
- January 10** - 99th Annual Installation Dinner, Mr. Anthony's, 6:00 pm
- January 14** - Affiliate Council Meeting, 1:30 pm
- January 15** - Affiliate Council Lunch & Learn, 12:00 noon, Association Office

- January 16 - New Member Orientation, 8:30 am, Association Office
- January 19 - Martin Luther King Jr. Day, Association Office Closed!!**
- January 20 - RPAC Committee Meeting, 1:00 pm
- January 26 - CRIS Board of Directors, Akron, 1:30 pm
- January 28 - Investment Committee Meeting, 1:00 pm

---

[\[Back to Top\]](#)



## In Sympathy

**The Youngstown Columbiana Association of REALTORS® offers their condolences to:**

**REALTOR® Torah Adams-Lewis of ERA Tri Sun RE, on the passing of her son Sirtan Elmon Alli Sr., who passed away on August 20, 2008.**

---

[\[Back to Top\]](#)

## Read It and Reap

Wow! No one found their file number in the December 2008 issue of the Mahoning Valley REALTOR®.

Continuing our free dues contest in 2009, each monthly on-line issue of the MVR will continue to contain three file numbers hidden in the articles.

If you find your file number while reading your association's monthly REALTOR® publication, call Joanna Freiberg at 330-788-7026 and your name will be placed in the "HAT" for the free dues drawing (local portion \$247) to be held on Tuesday, November 24, 2009 at the Association office.

Now when you read the MVR Newsletter, not only do you reap the benefits of increased knowledge of your profession and your association, but you may also receive your 2010 YCAR local membership dues free!

In order to be eligible for the drawing, you must call in your found file number by the 15th of each publication month.

The following numbers are no longer eligible: Lisa Ekiert #2008002239, Denise Jamieson #2006000458, Tom Petrosky #410253

---

[\[Back to Top\]](#)

## Transfers

Christina Pezzulo-LaRocca from **Eaton Group Inc./GMAC Real Estate** to **Real Living Volpini Realty Group**

Joanne Cutter from **Eaton Group Inc./GMAC Real Estate** to **Klacik Real Estate**

Jeanne Maurer from **Eaton Group Inc./GMAC Real Estate** to **Klacik Real Estate**

Christina Kritz from **Masters Real Estate** to **Exit Realty Home Pride**

Ronald Mauch from **Beau Quest Realty** to **ERA Tri Sun Real Estate**

---

[\[Back to Top\]](#)

## QUIZ OF THE MONTH

[REALTOR.ORG/realtormag](http://REALTOR.ORG/realtormag) has created challenging but entertaining interactive quizzes on hot topics that affect your business, from fair housing laws to office organization.

### QUIZ: FROM CONTRACT TO CLOSING



There are many obstacles that can get in the way of a successful closing. The best real estate practitioners know how to prepare their clients well for settlement day and handle any unexpected events that happen along the way. Take this quiz to see if you know how to four four zero six nine three respond to situations and questions that arise around closing time.

1. **The best loan product for first-time buyers with little or no money to put down is often:**

- An adjustable rate mortgage
- A 30-year fixed rate loan
- An FHA-insured loan
- A jumbo mortgage

2. **A typical home owners' insurance policy doesn't protect against:**

- Floods
- Injuries to those making deliveries to the property
- Damage to buildings not attached to the house
- The theft of a computer

3. **Which of the following is not an option if an appraisal is too low?**

- Resolving the problem with the appraiser
- Lowering the price of the home
- Buying an insurance policy to cover the difference
- Having the buyers come up with a bigger down payment

4. **To help ensure a good credit rating when applying for a loan, borrowers should:**

- Pay all credit card bills on time
- Not make any large purchases on credit before closing
- Pay off credit card balances if possible
- All of the above

5. **If the buyers try to cancel the contract because of buyers' remorse, you should:**

- Tell them that the sellers will sue them
- Go over contract terms again and offer reassurance
- Urge the sellers to immediately offer a lower price
- Ignore their concerns; after all, you have a contract

---

6 . **A good first step to eliminating basement dampness is to:**

- Re-grade the lot so that the ground slopes away from the house
- Repair gutters to channel water away from the house
- Remove porous material from the foundation
- All of the above

---

7 . **Which of the following will make a move easier?**

- Holding a garage sale to weed out unwanted items
- Checking home owners' insurance to make sure that household goods are covered during a move
- Arranging for telephone service, Internet service, and utilities for the new home
- All of the above

---

8 . **Which of the following closing costs is not typically paid by the buyers?**

- Private mortgage insurance
- Title search
- Property inspection
- Real estate property tax proration

---

**Submit your quiz for scoring!**

[\[Back to Top\]](#)

© 2009, Youngstown Columbiana Association of REALTORS®. All rights reserved.  
YCAR - 5405 Market Street, Boardman, Ohio 44512 - 330.788.7026 - [ycar.org](http://ycar.org)