

The Mahoning Valley REALTOR®

Youngstown Columbiana Association of REALTORS®
 5405 Market Street, Youngstown, OH 44512
 Phone 330-788-7026 Fax 330-788-4329
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The Voice for Real Estate™ in the Youngstown Columbiana Area

July 2009 Newsletter Vol 10 Issue 07

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.

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



QUIZ: 2009 FIRST-TIME HOME BUYER TAX CREDIT

In February 2009, President Obama signed into law the American Recovery and Reinvestment Act of 2009, which granted an \$8,000 tax credit to qualified first-time buyers purchasing a residence that year.

With this credit, you can help first-time home buyers get off the fence and buy a house. Before you start sharing this perk with your clients, though, make sure you know enough about it to answer their questions. Take this quiz to test yourself.

1. To qualify for the 2009 First-Time Home Buyer Tax Credit, a home must be purchased in what time period?
 - Jan. 15, 2009-Dec. 23, 2009
 - Jan. 1, 2009-Dec. 1, 2009
 - Jan. 1, 2009-Dec. 31, 2009
 - April 15, 2009-Dec. 31, 2009
2. In order to qualify for the full \$8,000 tax credit, the house must be at least what price?
 - \$80,000
 - \$50,000
 - \$250,000
 - \$150,000
3. A first-time home buyer is defined as a buyer who hasn't owned a principal residence for how long?
 - Never owned a home
 - 3 years prior to the purchase
 - 10 years prior to the purchase
 - 50 years prior to the purchase
4. What is the income limit for claiming the full tax credit for married taxpayers filing a joint return?
 - \$50,000
 - \$200,000
 - \$100,000
 - \$150,000
5. What is the income limit for claiming the full tax credit for a single taxpayer?
 - \$75,000
 - \$50,000
 - \$100,000
 - \$125,000
6. How is a home buyer's income determined for tax credit eligibility?
 - Wages and/or salaries only
 - Wages, salaries and interest
 - Wages, salaries, interest and dividends
 - Adjusted Gross Income (AGI)
7. What is the most significant difference between this tax credit and the one Congress approved in July 2008?
 - The repayment feature is eliminated.
 - The credit is \$5,000 higher than in 2008.

Links:

- [YCAR.org](#)
- [CRISMLS.com](#)
- [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
 Web: www.ycar.org
 Hours: M-F 8:30-5:00

YCAR Staff:

Sharyn Braunstein
Chief Executive Officer
 Ext: 102

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 KeyBox Manager
 Ext: 106

MVR Editors:

Tom Coppola
 Leon Turek

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Debbie Parisi
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Bob Weily

All buyers are eligible.
There was no tax credit in 2008 for home buyers.

8. What types of homes do not qualify for the tax credit?

Mobile homes
Townhouses
Houseboats
They all qualify

9. To claim the tax credit, you will need to:

Get pre-approved.
Claim it on your federal income tax return.
Talk to your mortgage broker.
Hire a lawyer.

10. Which of the following statements about the tax credit is TRUE?

The credit can be used as part of a buyer's down payment.
Vacation homes and rental properties are not eligible.
Properties outside of the U.S. also are eligible.
Homes purchased in 2008 can still take advantage of this as well.

11. What if buyers are eligible for an \$8,000 credit, but their entire income tax liability for the year is only \$5,000?

They lose the \$3,000 extra benefit.
They can claim it in 2010.
They'll get a refund for \$3,000.
They can't claim it at all then.

12. How long do owners have to stay in their homes without having to repay the tax credit?

3 years
10 years
5 years
1 year

Answers: 1. Jan. 1 2009-Dec. 1, 2009 2. \$80,000 3. 3 yrs prior to the purchase 4. \$150,000 5. \$75,000 6. Adjusted Gross Income (AGI) 7. The repayment feature is eliminated 8. They all do 9. Claim it on your Federal Income Tax return 10. Vacation homes and rental properties are not eligible 11. They'll get a refund for \$3,000 12. 3 years

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.

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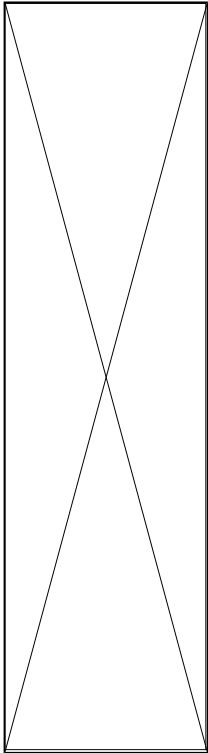
2009 YCAR Affiliate Council

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RPAC Chinese Auction

All items are on display at the association office during the month of July!!!

**JOIN US FOR THE TICKET DRAWING AT THE LANAI LOUNGE
WEDNESDAY, JULY 29, 2009 FROM 4-6 PM**





Required Code Of Ethics



REALTOR University Ohio



Online CEU



ePRO Certification



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®

10 Tickets for \$10.00
Make checks payable to RPAC

You Can Win:

- Margarita Machine
- \$250 Home Inspection - Garland Home Inspection
- \$150 Lottery Ticket Tree
- \$300 Sheetz Gasoline Cards
- Popcorn Cart
- Patio Heater
- Women's designer sunglasses (with eye/exam) basket
- Men's designer sunglasses (with eye/exam) basket
- Acer Netbook Computer
- Swarovski & Sterling Silver Necklace & Earrings Set
- Swarovski pearls w/silver accent bracelet

Join us for the ticket drawing at the Lanai Lounge on Wednesday, July 29, 2009 from 4-6 pm

WATCH FOR THE "TRAVELING RPAC CHINESE AUCTION"... IT MIGHT BE MAKING A STOP AT YOUR OFFICE!

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NAR Government Affairs/Legislative & Regulatory Issues

The Washington Report

- Obama Administration Announces Financial Regulatory Reform Plan
- Fannie Mae Confirms Short Sales Commissions Policy and Establishes Appeals Process
- What to Do If You Think a Servicer Isn't Following the Making Home Affordable Program Guidelines
- FTC Offers Identity Theft Testimony on Hill
- House Hearings Consider Comprehensive Data Privacy Legislation
- NAR President Health Care Podcast & Webcast
- National Health Care Reform Debate Begins in Earnest
- NAR Convenes Commercial Real Estate Meeting to Develop Recovery Priorities
- Senate Committee Approves Wetlands Expansion Bill
- NAR Creates Flyer Using the First-Time Home Buyer Tax Credit with FHA Loans
- IRS Calls for Repeal of Cell Phone Penalties
- Health Reform Introduced with No Pay-for Provisions
- HUD Announces New Condominium Requirements for FHA Mortgages
- HUD Announces Increase in Dollar Amount for Energy Efficient Mortgages
- REALTORS® Support Increased Resources for FHA

[Read more at realtor.org...](#)

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NAR Welcomes YOU to the REALTORS® Federal Credit Union!

REALTORS®, Welcome to YOUR Credit Union!

REALTORS® Federal Credit Union is where you (and your money) belong. Created for REALTORS®, REALTORS® FCU offers its members real value in the form of fewer fees and competitive rates on savings, loans and investments. As a new partner in NAR's REALTOR Benefits® Program, you can trust that your credit union is friendly to REALTORS®. **To see an exclusive interview with Credit Union President and CEO, Tom Glatt, [click here](#).**

Why A Credit Union?

Credit unions are about "people helping people." As a not-for-profit credit union, REALTORS® FCU is member-owned, so earnings accrue to benefit members, not stockholders. REALTORS® FCU is directed by a volunteer Board of Directors comprised of real estate professionals like you to ensure the credit union understands your unique financial needs. Learn more about the [credit union difference](#).

REALTORS® FCU now offers:

- Great rates including Share Certificate Investment and Money Market Savings rates that currently beat ING Bank, E* Trade, Bank of America and Wells Fargo!* Check current **rates** to see how you can save big.
- Free **eChecking** with MasterCard® Debit Card and Overdraft Protection**
- Free **ATM** transactions at thousands of CO-OP Network® and CU24 Network® ATMs nationwide
- Loans and Credit line options offer affordable financing on homes, new & used automobiles, new & used boats and RVs and personal loans/lines
- Free **myBranch Services** include banking online or by phone 24-hours a day, electronic statements, online bill pay, check deposits using a home or office scanner, external funds transfer service and more .** Your branch is always open and always ready!

Join Today:

Click here to join online today! All REALTORS® (and their immediate family members) are eligible for lifetime membership. To learn about credit union membership benefits and requirements **click here**.

REALTORS® FCU is here to help you manage everyday finances and prepare for the road ahead. Visit your credit union **online** or contact Member Care any time at 866.295.6038.

Sweepstakes:

P.S. Where could \$10,000 take you? Find out by entering REALTORS® FCU's myBills **online bill pay sweepstakes!**

Must meet REALTORS® Federal Credit Union (RFCU) membership eligibility. Membership requires opening and maintaining a primary share savings account with a \$100 minimum opening balance. Rates, terms, conditions and services are subject to change. This credit union is federally-insured by the National Credit Union Administration. *Comparison based on 6/22/09 RateWatch Deposit Ranking Report. Share Certificate comparison reflects \$10,000 minimum deposit to earn interest on 3, 6, 12, 24, 36, 48 and 60-month terms. Money Market Saving comparison reflects \$2,500, \$10,000 and \$25,000 minimum deposit tiers to earn interest. Rates are subject to change. ING Bank excluded from 3-month Share Certificate and Money Market Savings rate comparison (products not offered). **No monthly service fee. Other fees may apply. Please refer to the **Schedule of Fees** for details.

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Thought For July

Life should NOT be a journey to the grave with the intention of arriving safely in an attractive and well preserve body, but rather to skid in sideways - Chardonnay in one hand - chocolate in the other - body thoroughly used up, totally worn out and screaming Woo Hoo... What A Ride!!!

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Cordray Issues Statewide Foreclosure Rescue Scam Sweep Seeks to shut down operations throughout Ohio

(COLUMBUS , Ohio) – Ohio Attorney General Richard Cordray today filed three lawsuits in a continuing effort to rid the state of foreclosure rescue scams operations. The lawsuits, filed against 21st Century Legal Services (Franklin County), Foreclosure Home Assistance, LLC (Cuyahoga County), and Michael Brotherton, who does business as Financial Emergency, Inc. (Greene County) seek to shut down the companies' ongoing operations in Ohio .

"Ohio has zero tolerance for these predators," Attorney General Cordray said. "They prey on Ohioans who are vulnerable and are seeking answers during desperate times. We issued warnings last month ordering them to stop their illegal practices, but they continued anyway. Now, we will work through the courts to stop them permanently."

According to Cordray's lawsuit, Cleveland-based Foreclosure Home Assistance, LLC (which also does business as Global Home Rescuers, Homesavers USA , AW Gordon and Associates and Gordon and Associates.) charged consumers \$1,500 for loan modifications, forbearance plans and other foreclosure prevention services. In some cases, the company offered foreclosure protection to tenants, claiming it could transfer the property deed from the landlord to the tenant. Despite its promises, the company failed to deliver.

Michael Brotherton, operating as Financial Emergency, Inc., offered similar foreclosure prevention services in Greene County . According to Cordray's lawsuit, Brotherton advertised his services on the Internet and through the mail. Brotherton charged consumers up to \$1,269, saying he could work with

lenders and creditors to negotiate debt settlements or workout agreements with mortgage holders. Brotherton failed to deliver.

Also failing to deliver was 21st Century Legal Services, which promised to help homeowners restructure their home loans, a promised service for which they charged \$1,500 to \$2,600. According to the lawsuit, the company instructed consumers to stop making payments on their home loans and to stop contacting their lenders. Consumers were instructed to make out several post-dated checks, each approximately equal to their monthly mortgage payment, and believed 21st Century would take care of the rest.

Attorney General Cordray's lawsuits charge each company with violations of Ohio's Consumer Sales Practices Act and Debt Adjusters Act. Cordray asks the court to hold the companies responsible for reimbursing consumers and to assess a \$25,000 civil penalty for each violation.

"In all three of these cases, we believe more victims are out there," said Cordray. "If you or someone you know has fallen victim to these operations I strongly urge you to contact my office."

Today's lawsuits against 21st Century Legal Services and Foreclosure Home Assistance, LLC are the result of a first wave of 13 cease and desist notices issued by Cordray in May. This month, Cordray issued 10 more cease and desist notices and subpoenas to foreclosure rescue operations targeting Ohioans. The cease and desists demand that the companies halt all predatory practices and the accompanying subpoenas require information to substantiate current practices.

For more information or to file a consumer complaint, contact Attorney General Cordray's Office at www.SpeakOutOhio.gov or (800) 282-0515.

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OAR Convention & Expo



All the fun... all the excitement... all the opportunities... all for one low, low price!

Make plans to be a part of your Ohio Association of REALTORS® 99th Annual Convention & Expo, Sept. 20-23, in Columbus at a special discount price of just \$99.

This is your opportunity to play a role in advancing your profession, enhance your skill set and network with peers from across the Buckeye State. It's an investment in you that will play big dividends for years to come.

A lineup of dynamic speakers, top quality educational opportunities four one seven, five one five a dazzling trade show and world-famous parties will fill your schedule from dusk to dawn.

Leadership, understanding that the current economic condition is causing everyone to tighten their belt, drastically reduced this year's registration fee in order to make this gathering affordable without sacrificing the high quality programming that's become synonymous with OAR Conventions.

In addition to all the great offerings on the schedule of events...you'll have an opportunity to enjoy the picturesque beauty of Ohio's Capitol City during your stay. You'll quickly discover that Columbus offers renowned dining, spectacular shopping and the vibrancy of a city on the move!

Highlights include:

- A don't miss Opening Session...featuring the renowned Capitol Steps and the presentation of the 2009 REALTOR® of the Year award. OAR President Jonathan Hall will preside over the festivities,

culminating with the introduction of our featured entertainment, the Capitol Steps. The political satire group began as a group of Senate staffers who set out to depict the "real" Washington, DC and have since recorded 29 albums, been featured on television and radio and performed to captivated audiences across the country.

- Earn up to 12 hours of continuing education credit as part of your \$99 registration fee...featuring the nation's top instructors on today's timely topics, including: Terry Watson (fair housing & changing markets); Jackie Leavenworth (legal lifesavers & ethics); Gee Dunsten (contact management systems); Melanie McLane (financing and RESPA & short sales); Brian Copeland (blogging and social media); and Dana Smith (affordable financing options).

- Three nights of fantastic fun...when the sun goes down, the party gets underway. Sunday evening will put the spotlight on you with "OAR's Got Talent!). Monday will feature the rollicking fun of an OAR favorite – The Menu; while Tuesday will allow the profession to cut loose with a Survivor Party! These gatherings allow you the opportunity to social and network with your peers from across the state...and just blow off a little steam from a day filled with meetings and education!

- A glitzy expo will show off the latest and greatest products and services available to help you be more productive. The Trade Show offers you the opportunity to catch up quickly on what's hot and what's needed in today's marketplace!

If you want to meet fun, exciting people; learn new ways to earn more money; advance your professionalism; and obtain CE credit...then make plans to join your peers at the 99th edition of the OAR Annual Convention & Expo, Sept. 20-23, in Columbus.

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News You Can Use from OAR eConnections

▶ Short sale commission appeals process

For REALTORS running into trouble collecting their agreed-to commission from lenders in a short sale transaction, Fannie Mae has made it clear that lenders aren't to modify commissions after they've been agreed to by the seller and the sales associate. To help resolve cases in which lenders fail to honor commission agreements, Fannie Mae has agreed to the [guidelines](#) for appealing lender commission actions.

▶ U.S. ups the ante in foreclosure program

The U.S. government is offering another \$3.1 billion to mortgage servicing companies to encourage them to modify loans for borrowers facing foreclosure.

More than 9 percent of 45 million U.S. mortgages, or about 4 million loans, were delinquent in the first quarter of 2009, according to the Mortgage Bankers Association.

The Obama administration put up \$50 billion in March as an incentive to encourage the mortgage industry to modify loans to make monthly payments more affordable. So far, however, the plan hasn't been very effective with relatively few borrowers able to qualify.

To increase the numbers, the administration last month expanded the program to provide incentives for lenders to streamline their short-sale processes.

As of last week about 50,000 borrowers are enrolled in three-month trial modifications under the plan, the Treasury Department says. Part of the problem, lenders say, is the volume of applicants, which has overwhelmed workers charged with modifying the loans.

Source: The Associated Press

▶ Get BUZZED



An ever increasing number of Ohio REALTORS appear to be catching the 'Buzz.'

Specifically, members are heading to our newest social media outlet--[OAR Buzz](#)--to stay apprised of industry news, views and issues.

Since its launch in February as the Association's official blog, OAR Buzz has attempted to serve as the industry's water cooler for conversation on the topics that matter most to the real estate

professional. Two one six seven five eight. It allows readers to stay up-to-date on industry news, have a little fun and get involved in online dialog with other Ohio REALTORS, staff and others. Each blog post has a comment section, allowing readers to share their thoughts on what's happening day or night.

When you visit <http://oarbuzz.blogspot.com/> you'll notice that the newest articles are posted at the top of the page. In addition, you can search the site for articles of interest to you, partake in a poll to get a quick snapshot of what other members think about the pending issue of the day, or join the blog's growing list of followers.

Save with OAR and NAR

Your membership in the Ohio Association of REALTORS allows you to take advantage of a number of [member benefits](#). For questions about member offers and benefits contact Greg Stitz at stitz@ohiorealtors.org.



In addition, the National Association of REALTORS also provides its members many more [benefits and offers](#).

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License Renewal Fee Increases Take Effect This Fall!

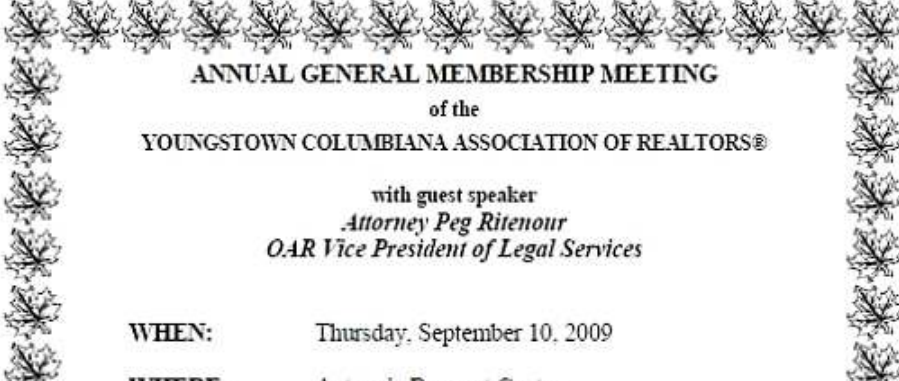
When Gov. Ted Strickland signs the state budget prior to July 1, it will trigger increases in the renewal fees for real estate licensees and brokers.

The fee hikes mark the first increase since 1994. Renewal fees will increase to \$45 (from \$39) annually for salespeople and to \$60 (from \$49) for brokers.

The new fees take effect 90 days following Gov. Strickland's signature on the budget bill (which must occur by June 30) putting the effective date around October 2nd or 3rd.

As such, the renewal notice tht you receive from the Division of Real Estate and Professional Licensing 60 days in advance of your deadline will indicate the appropriate fee that you will need to pay.

Regardless, the Division encourages anyone with a renewal date that occurs around the anticipated early October effective date to check its Website (www.com.ohio.gov/real) to answer any questions regarding the proper amount that will need to be remitted.


ANNUAL GENERAL MEMBERSHIP MEETING
of the
YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®
with guest speaker
Attorney Peg Ritenour
OAR Vice President of Legal Services

WHEN: Thursday, September 10, 2009

WHERE: Antone's Banquet Centre

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a reality

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Plus, \$100 off closing costs!*

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SEVEN SEVENTEEN credit union	Laura Green 330/637-8171 ext. 5907 or 330/307-4994	Mark Senkowitz 330/372-8140 or 330/307-4625	Windell Lockett 330/372-8322 or 330/307-5799	<small>*Ask for details. Not valid with any other promotion. Plus credit quality. Offer expires 12/31/09.</small>
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[Click here to visit this advertiser's website](#)

BBB Advice on Keeping Credit Card Rates Low



Anyone who has recently seen the interest rates on their credit cards more than double isn't alone. Citing economic conditions, American Express, Bank of America, Citibank, Capital One, and HSBC are raising rates on potentially millions of credit card holders. Fortunately though, there are a few steps that credit card holders can take to try and keep their old rate and Better Business Bureau offers the following advice for fighting back against skyrocketing interest rates.

Bank of America is one of the most recent banks that have decided to increase interest rates for customers. Effective in June, any Bank of America credit-card customer who carries a balance and has an interest rate below 10 percent will see his or her rate jump into double-digit territory. According to the Wall Street Journal, this could affect as many as 4 million card holders.

"For many people, this is the worst possible time to see interest rates rise on their credit cards," said Steve Cox, BBB spokesperson. "The best defense against rate hikes is to manage credit responsibly and maintain a good track record for paying bills on time, for those who don't have a stellar record, there are still a few things to do to keep from paying even more every month."

For anyone who has experienced a sudden jump in credit card interest rates, BBB offers the following advice:

Contact your credit card company.

While most interest rate hikes affect only customers who carry a balance, some customers in good standing have seen their rates increase as well. Anyone who believes their rate was increased by mistake should contact their credit card company. There is evidence that credit card companies might be willing to negotiate rates in order to keep cardholders as customers, so it doesn't hurt to contact the company and discuss options.

Pay off the account.

If the cardholder doesn't want to accept the new rate, they can choose to keep their current rate and pay off their outstanding balance, as long as they don't make any new purchases. If any new purchases are made, the higher rate will be enforced.

Find a better deal elsewhere.

Other credit card companies might be offering better deals, such as low introductory rates that will give

the holder a less expensive way to pay down debt. There are many Web sites that compare current credit card offers, including www.bankrate.com/credit-cards, so shop around for a better deal.

Manage credit responsibly.

According to banks, most rate hikes affect people who maintain balances on their card or have rates that are too low for the market. Therefore, one of the best ways to avoid a sudden interest rate hike is to use credit cards responsibly which includes paying bills on time and not carrying a balance.

Keep an eye on new regulation.

The Federal Reserve has passed regulation, effective July 2010, which will limit a bank's ability to raise interest rates on cards. In the meantime, some members of Congress and the Obama administration are encouraging reform of the credit industry and increased oversight to restrict practices such as arbitrary interest rate hikes and exorbitant rates.

For more advice you can trust from your BBB on managing credit responsibly, go to www.bbb.org

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ATTENTION YCAR BROKERS! Price Increase or unearned fee?

by Attorney Laurie Janik, NAR General Counsel

A federal district court recently ruled in *Busby V. JRHBW Realty, Inc. d/b/a RealtySouth* that an administrative brokerage fee ("ABC" Fee) of \$149.00 paid by a home buyer to the brokerage firm that represented her was not sufficiently related to any specific settlement service performed for her benefit, resulting in a violation of Section 8(b) of the Real Estate Settlement Procedures Act ("RESPA"). Section 8(b) prohibits charging for "real estate settlement services" unless the fee charged is for "services actually performed."

The court found that the ABC Fee represented an additional charge to the buyer to defray the overall costs of the brokerage services she received, including the broker's overhead and administrative costs. However, because the ABC Fee was separately itemized on the settlement statement from the percentage brokerage commission, and not specifically justified as compensation for other discrete "real estate settlement services" provided, the court viewed it as a duplication of the percentage commission charges, thereby rendering it an unearned fee in violation of RESPA.

In my view, this unfortunate holding is incorrect because the court's analysis of RESPA is flawed and because the court misapplied the mandate previously handed down in this case by the 11th Circuit Court of Appeals. It is undisputed that RESPA is not a fee-setting statute. Since a brokerage may charge a percentage based commission or a flat rate for its services, there is no principled basis to construe RESPA to prohibit charging a percentage plus a flat rate.

The court's confusion likely stemmed from the fact that the total compensation was shown in two places on the settlement form, with each bearing a separate label (percentage commission and ABC Fee). These two factors caused the court to reject the brokerage firm's explanation that the ABC Fee represented nothing more than a price increase being charged for the firm's brokerage services. Believing the firm had already been paid for the brokerage services by the percentage commission, the court was looking for a different, specific service or set of services of benefit to the buyer in return for the ABC Fee. Finding none, it concluded that no settlement services were provided for the ABC Fee.

This case had previously been certified as a class action.

In light of this decision, brokers should review how they characterize their compensation.

Placing separate labels on what is all compensation to the brokerage firm exposes the firm to the same claims asserted against the defendant here. It allows the conclusion that each separately labeled charge represents a fee for a separate service. Likewise, disclosing separate components of the broker's compensation in different parts of the contract with the consumer or on different lines of the settlement statements creates risk. Disclosure of the brokerage firm's compensation should clearly indicate that both the commission-based component and the flat fee component represent payment for service provided by the brokerage.

These combined amounts should be disclosed in the 700 section of the HUD-1 as the broker's compensation.

Finally, do not create the impression that any particular fee is for a separate service if that is not the case.

The final chapter in this case has not yet been written. An appeal is likely after other proceedings in the case are completed and certainly warranted in order to reverse this most unfortunate decision.

A clarification from HUD on this issue was requested by NAR months ago and is long overdue.

In the meantime, be cautious and protect your hard-earned compensation.

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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 January 1, 2009, remit a payment of \$120.50

By April 1, 2009, remit a payment of \$120.50

By July 1, 2009, remit a payment of \$120.50

By October 1, 2009, remit a payment of \$120.50

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.

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YCAR Donates To Chamber's Project 360



(L-R) Chris Litton of the Regional Chamber, President Eric Caspary

At the June 11th meeting of the Association's Board of Directors, President Eric Caspary presented a check in the amount of \$2,000.00 to Chris Litton, President of the Youngstown Warren Regional Chamber of Commerce's Foundation to be put towards the Chamber's Project 360. Project 360 is a community-based initiative designed to achieve a more vibrant economy and enhance the quality of life in the Mahoning Valley.

The Youngstown Columbiana Association of REALTORS®
presents

2009 REALTOR® Trade Fair
with 2-Hour CEU Seminar

AFTERNOON SEMINAR	TRADE FAIR
<p>“Issues Update” A 2-Hour Continuing Education Seminar</p> <p>Sponsored by: Homes Magazine</p> <p>with speaker Alec Hagerty</p> <p>WHEN: Thursday, October 1, 2009 WHERE: Mr. Anthony's TIME: 1:30 p.m. registration 2:00 p.m. - 4:00 p.m. seminar</p> <p>INVESTMENT: \$20.00 <i>pre-paid</i> YCAR Members add \$5.00 if paying at the door! \$30.00 at the door without a reservation! Non-YCAR Members add \$5.00 to all the above listed fees</p> <p>RESERVATION NECESSARY FAX RESERVATION BELOW TO: 330-788-4329</p>	<p>WHEN: Thursday, October 1, 2009 WHERE: Mr. Anthony's TIME: 12:30 - 6:00 p.m.</p> <p>INVESTMENT: FREE TO YCAR MEMBERS * \$10.00 for non-YCAR Members</p> <p>featuring</p> <p>Cash Bar from 1:00-6:00 p.m.</p> <p>Hors d'oeuvres & Dessert Table</p> <p>Doorprize Drawings 5:30 p.m. (You must be present to win)</p> <p>Just one new idea can energize your sales and add to your success in real estate in 2010!</p> <p>RESERVATION NECESSARY FAX RESERVATION BELOW TO: 330-788-4329</p>

Do you have any disability that requires special accommodations including the provision of auxiliary aids & services?
If so please indicate the need _____

NAME _____ FILE NUMBER _____

COMPANY _____ ADDRESS _____

Afternoon Seminar _____ Trade Fair (FREE) _____ Both _____

Return with seminar payment to: Youngstown Columbiana Association of REALTORS®
5405 Market Street, Youngstown, OH 44512.

I understand that if I make a reservation for either the seminar or trade fair or both and do not attend I will be
billed a \$10.00 No Show Fee for each.

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July KeyBox Sale

ATTENTION YCAR BROKERS & AGENTS:



SUPRA KeyBoxes will be on sale at the Association office for \$50.00 plus sales tax per KeyBox during the month of July, 2009 (that's a \$50 savings per lockbox).

Both brokers and agents of the Youngstown Columbiana Association of REALTORS® can purchase KeyBoxes on a first-come, first-serve basis.

There is no limit to how many KeyBoxes can be purchased by an individual!!!

Please contact Tracy Moracco at 330-788-7026 to place your KeyBox order.

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

Thank You Bonnie Beam

Bonnie Beam of RE/MAX Valley Real Estate was the winner of the 50/50 raffle at the June 12th CEU seminar at Metro Parks Farm. Bonnie donated her winnings back to the Needles Eye, the Association's community service project for 2009.

Thank you Bonnie!!

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Association Needs Historical Photos/Articles



The Youngstown Columbiana Association of REALTORS® will be 100 years old in 2010. The association's 100th Anniversary Task Force is seeking any and all items of a historical and interesting nature (photos, articles, clippings, etc.) you may have in your possession. It can be decades old or newer. Four two nine, three three three. All items collected will be on display at the association's general membership meeting in September

of 2010 as well as using some of them in other projects being undertaken in conjunction with the anniversary celebration.

Please send your items to the attention of Chief Executive Officer Sharyn Braunstein at the association office at 5405 Market Street, Boardman, OH 44512.

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 <p>COMMONWEALTH SUBURBAN TITLE AGENCY, INC.</p> <p>www.commonwealthyng.com</p>
<p>YOUR LOCAL TITLE AGENCY <i>For Over 50 years!</i></p>

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

Thanks to June Sponsors

Thanks go out to speaker REALTOR® Alec Hagerty of Knowledge Sponge Seminars for instructing the three hour continuing education course "Radon & Mold Issues" on Friday, June 12, 2009 at McMahon Hall at Metro Parks Farm. Thanks to the many Affiliates and Brokers (listed below) who sponsored June's education session.



(L-R) Alec Hagerty with President Eric Caspary

Thank you to our 2009 Education Sponsors

Associated Land Title Agency	R. Kashmiry & Associates
Coldwell Banker First Place Real Estate	Home Savings
Associated Federal Abstract & Escrow	Burgan Real Estate, Ltd.
Creekside Mortgage	Reliable Title Agency
Assurance Land Title Agency	K.E.L. Home Inspection
Boardman Home Inspection	Community First Real Estate
Union National Mortgage Co.	Professional Real Estate Appraisers
Decorating In A Day Corp.	Title Works Agency
First Place Bank	Capital Credit Repair Foundation
The Home Mortgage Co.	RE/MAX Valley Real Estate
Commonwealth Suburban Title Agency	

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Education

NOTE: Subject to changes

August 18 "Foreclosure & Short Sales"

Speaker: Alec Hagerty
3 Hours CE
1:00 pm - 4:30 pm
Metro Parks Farm
90 registrants
\$25.00 Early Bird Admission thru August 4th
\$29.00 after August 4th
Sponsored by OAR

[Click here for fax registration](#)

August 20 & 21 CNE Designation (Certified Negotiation Expert)

Speaker: Alec Hagerty
8:30 am - 4:30 pm (1 Hour Lunch) both days
YCAR Association Building
27 registrants
\$198.00 YCAR Member
(\$210.00 Non-Member)

[Click here for fax registration](#)

\$210/\$216 by PayPal

Member \$210.00

Pay Now

PayPal payments include transaction fees

September 10 General Membership Meeting

Speaker: Peg Ritenour
8:00 am registration/Breakfast
Antone's Banquet Centre

[Click here for fax registration](#)

October 1 "Issues Update" Trade Fair Seminar

Speaker: Alec Hagerty
2 Hours CE
1:30 pm to 4:00 pm
Mr. Anthony's
\$20 prepaid add \$5 for Non-Member

[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

Pay Now

PayPal payments include transaction fees

October 16 Ethics "Pathways to Professionalism"

Speaker: Alec Hagerty
3 Hours CE (Required)
8:30 am to Noon
Metro Parks Farm
90 registrants
\$20 prepaid add \$5 for Non-Member

[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

Pay Now

PayPal payments include transaction fees

November 13 "Lead Base Regulations"

Speaker: John Zilka
3 Hours CE
8:30 am to 12 noon
YCAR Association Building
27 registrants
\$20 prepaid add \$5 for Non-Member

[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

Pay Now

PayPal payments include transaction fees

Other Education

Mink Education - 330-856-5700

Monday July 13 CORE Law 6 -9 p.m.

Monday July 20 Real Estate Finance in Changing Markets 12:00 -3 p.m.



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

Action

The Directors of the Association took the following actions during the month of June 2009:

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 Eric Caspary, President-Elect Davie Klacik, Treasurer Joan Zarlenga, Immediate Past President Kathy Carroll, Dawn Kuhn, Debbie Parisi, Bob Weily, Sandi Bates, Paul Bevilacqua, Dave Walker, John Burgan, Dom Vecchiarelli, Jim Grantz, Affiliate Member Jennifer Hanigosky of Home Savings

- ✓ Approved the minutes of the May 7, 2009 Directors meeting as written.
- ✓ Filed the April and May 2009 Financial Statements for review.
- ✓ President Caspary presented a check in the amount of \$2,000.00 to Chris Litton, President of the Youngstown Warren Regional Chamber of Commerce's Foundation for the Chamber's Project 360.

Committee Reports were filed as follows:

Education Committee
 RPAC Committee
 Affiliate Council
 Trade Fair Committee
 100th Anniversary Task Force
 Subcommittee of the Alternative Advertising Task Force
 Bylaws and Policy Review Committee

- ✓ Defeated the recommendations of the Bylaws and Policy Review Committee to increase the fine imposed on a member who uses their SUPRA Key to enter a property without first making an appointment with the listing office to \$250.00; to increase the fine imposed on a member who gives out their SUPRA key to another person to \$250.00; to increase the fine imposed on a member who uses a SUPRA key leased to another person with or without their permission to \$250.00; to adopt a rule that a second offense of the SUPRA Lockbox Rules and Regulations shall result in suspension from the lockbox service for a period of 30 days; a third offense shall result in termination from the lockbox service.

Nominating Committee

- ✓ Approved the Slate of Candidates for 2010-2011 as recommended by the Nominating Committee:

for President-Elect Joan Zarlenga of Burgan Real Estate
 for Treasurer Virginia Rudolphi of RE/MAX Valley Real Estate
 for Affiliate Director Rocky Page of First Place Bank
 for Director (4 to be elected):

Alicia Kosec, Howard Hanna Co.
 Judy Whittenberger, Northwood Realty Services
 Jack Pearce, RE/MAX Valley Real Estate
 Debbie Reiner, Mayo & Associates
 Dawn Kuhn, Williams & Kuhn, 1st Choice Realty
 Debbie Parisi, RightPlaceRealty.com
 Chad Cromer, Community First Real Estate
 Leon Turek, Burgan Real Estate
 Kathy Carroll, Coldwell Banker First Place Real Estate
 Frank DiRubba, DiRubba & Associates
 Tibitha Matheney, ERA Tri-Sun Real Estate
 Marsha Ruha, Real Living Volpini Realty Group

- ✓ Reported on the NAR Legislative Conference in Washington, DC in May, 2009.
- ✓ Reported on meetings with the Mahoning County Save Our Valley Task Force.
- ✓ Approved the provisional REALTOR® Membership of one applicant; the Affiliate Membership of one applicant and the secondary membership of one applicant.
- ✓ Approved to donate \$100.00 to the Columbiana Area Chamber of Commerce's 4th of July Fireworks Display.
- ✓ Denied a member's request to waive a \$10.00 no show fee.

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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 24 Hour Cell: (330) 720-0101	Patti Pasquale , Title Coordinator Fax: (330) 726-2190 Office: (330) 726-0484
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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

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

Coming Events

Friday, July 3: YCAR Office Closed - in observance of 4th of July

Thursday, July 9: Board of Directors 8:30 a.m.

Friday, July 24: New Member Orientation 8:30 a.m.

Wednesday, July 29: Chinese Auction "Drawing" Party at the Lanai Lounge 4-6 p.m.

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Read It and Reap



Congratulations to Nicole Evans, our 4th member to find her file number in the June 2009 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 Mary Ann Pallante 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 Monday, November 23, 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: Denise Latsko 2007001275 and Antonio Russo 419314

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MEMBERABILIA



Name: Dawn Kuhn

Company: Williams & Kuhn 1st Choice Realty

Birthplace: Warren, OH

Marital Status: Single

First Job: Arthur Treachers Fish & Chips

How I got started in real estate: My sister, Toni Luzar, was working for Eaton Group in Howland and convinced me to get my license.

Car: Jaguar

Favorite thing about Youngstown area: The people. We have the nicest people who are devoted to their families and community and the food.

Favorite vacation spot: Everywhere! I love to travel. If I had to pick one spot I'd say Naples, FL.

Favorite TV show: Boston Legal

Favorite midnight snack: Anything chocolate

Favorite book: *The Honeymoon*

Favorite movie: *Good Will Hunting*

My pet peeve: Closed minded people

What makes me mad: Agents who don't want to work together to make the deal. We are all co-workers.

My favorite saying: Treat others the way you would like to be treated.

A really great evening is: A girls night out

My most valued material possession: My car, it was a 40th birthday present to myself.

If I had the time and money I would: Travel to a different city every weekend.

The one person I'd like most to meet: Rudy Giuliani

My mentors are: In real estate, Tom Williams and Audrey Geskey. They have helped me so much with my career and I am so grateful. My mentor in life is my mother. She is an amazing woman.

What I find most challenging about being a REALTOR®: That no two deals are the same. You have to relearn real estate on every deal.

If I wasn't in real estate I'd be: A millionaire! HA!

My daily working philosophy is: It is a great day if you'll let it be.

Community involvement: With four children in Canfield Schools I am involved with all of their extra curricular activities, sports, drama, academic - you name it - I'm there!

A final word: A good friend of mine told me that every day when you wake up in this business you're unemployed. It's up to you to employ yourself each day. A great philosophy to live by!

Welcome New Agents

Shannon McGee - **Vayner Realty Co.**

Craig Strahler - **Western Reserve Realty Group**

Candace Shives - **The Agency Real Estate**

Donald "Barry" Tancer - **Williams & Kuhn 1st Choice Realty**

Transfers

Sarah Colangelo from **Eaton Group Inc./GMAC R.E.** to **Williams & Kuhn 1st Choice Realty**

Jodi Fincham from **Coldwell Banker First Place Real Estate** to **Western Reserve Realty Group**

Jill Fonner from **Eaton Group Inc./GMAC Real Estate** to **Howard Hanna Co.**

Lorraine Bova from **Coldwell Banker First Place Real Estate** to **Howard Hanna Co.**

Christine Hanrahan from **Prestige Realty** to **Coldwell Banker First Place Real Estate**

Patty Massare from **Northwood Realty Services** to **Prestige Realty Group**

Rick Salata from **Northwood Realty Services** to **Prestige Realty Group**

Kerry Cross from **Northwood Realty Services** to **Williams & Kuhn 1st Choice Realty**

Cindy Best from **Real Living Volpini Realty Group** to **Howard Hanna Co.**

Janet Bartell from **Exit Realty Home Pride** to **Howard Hanna Co.**

Torah Adams-Lewis from ERA Tri Sun Real Estate to Y-Town Realty, Inc.

Katherine Oesch from Northwood Realty Services to Stamp Realty, Inc.

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FREE Classifieds

Members: Place Your "FREE" Classified Ad Here - Call Mary Ann at 330-788-7026



Bag Boy Golf Bag

\$40

NEW!

Like New!! Call Mary Ann Pallante at YCAR @ 330-788-7026



Your "FREE" Classified Ad Featured Here... FREE!

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FEATURED!

Call Mary Ann at 330-788-7026 and place your item for sale in the new FREE Classifieds ad section of the Mahoning Valley REALTOR® online newsletter.

Members: Place Your "FREE" Classified Ad Here - Call Mary Ann at 330-788-7026

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