

The meeting was called to order at 9:03 AM.

Directors present: President Patrick Burgan, Treasurer Bernadette Melago, Past President Jerri Florio, Teresa Berick, Lori Beulah, Kathy Carroll, Sharon Drummond, Breanna Fitzgerald, Jenna Koontz, Michael Stevens & Attorney Bryan Ridder.

Excused: President-Elect Dennis Gonatas, Samantha Aldish, Breanna Fitzgerald, Tibitha Matheney

There was one addition to the agenda. It was properly moved and seconded to approve adding Ohio REALTOR® of the YEAR Advertisement to New Business. **MOTION CARRIED**

Special Guest John Kurlich, Chief Operating Officer from MLS Now joined the board members for the meeting today to give the following report.

1. The Department of Justice (DOJ) is looking at NAR & MLS policies that compensation is required for cooperating brokers. The following items may be required by the DOJ:
  - a. Buyer reports currently don't show commission but will be changed to show commission for more transparency to consumers.
  - b. Access to lockboxes by non-REALTORS – MLSs cannot require NAR membership for licensed agents to access lockbox (this is not an issue for MLS Now - non-REALTOR members can belong to the MLS).
  - c. Listings from other sources other than an MLS cannot be comingled on the broker website in the same search results (i.e., FSBO).
  - d. Requirement that on IDX sites the listing brokerages be displayed prominently.
2. The 48-hour rule has been discussed and tabled. If any changes are made to that rule in the future, it would possibly be made a 24-hour rule, or the board would make Saturday & Sunday "business days" for the sake of the listing input timetable. The question remains whether the future of the current market would make these changes unnecessary – would this be just a reaction to the current market?
3. A question was raised about housing ads being posted as "coming soon" on agents' personal Facebook pages. If this information is not available to ALL PUBLIC, it can be a clear cooperation issue. Those reported to the MLS are investigated, the MLS asks if there is a listing agreement in place and when the agreement is dated as to start.
4. A final question was asked if the MLS is considering requiring photos of the home or property to make a listing LIVE when input. John mentioned that the discussion has not occurred yet but should be discussed.

### **Consent Agenda:**

The minutes of the August 5<sup>th</sup>, Board of Directors meeting & the General membership Meeting were reviewed. (Exhibits A1 & A2)

The financials were reviewed, covering the YTD income & expenses. (Exhibits B1, B2 & B3)

The membership report was reviewed. There are currently 722 REALTORS® and 69 Affiliates. In August there were 706 REALTORS® and 68 Affiliates. (Exhibits C1 & C2)

### Provisional REALTOR® membership applicants:

|   |   |
|---|---|
| Ryan Shankle, BHHS Stouffer Realty              | Natalie Glay, Keller Williams Chervenik |
| Julie Wiesensee, Burgan Real Estate             | Michael Duponty, Mayo & Associates      |
| Christy Pope-Nagi, Keller Williams Chervenik    | Cory Wilson, Century 21 Lakeside        |
| Jacob Powell, Howard Hanna Canfield             | Bryan Flynn Burgan Real Estate          |
| Craig Harrison, Howard Hanna Howland            | Sylvia Gardner, Pinnacle Property Group |
| Lauren Falasca, Keller Williams Chervenik       | Brett Gaylord, BHHS Stouffer Realty     |
| Mary Jo Ugolini, Century 21 Lakeside            | Jennifer Lattanzio, Howard Hanna Poland |
| Isaiah Belcher, Real Living Volpini             | Miranda Zurcher, TG Real Estate         |
| Qusai "Q" Abu Hammad, Kelly Warren & Associates |   |

Welcome New Brokers:

Real Living Brokers Group is now Brokers Realty Group – Yvonne Smith

Transfers from Stark Trumbull Area REALTORS®:

Jayne Gregory, Brokers Realty Group

Welcome New Affiliates:

Everest Land Title Agency – Robert Moderalli (pri) & Heather Farrar (sec)

Amerifirst Home Mortgage – Matthew Moore (pri), Bob Gratz (sec) & Vickie Wooden (sec)

Committee reports were filed as follows:

**Communications Committee:** Michael Stevens

The committee minutes were discussed and filed as is. (Exhibit D)

**Golf Committee:** Julie Larson

The committee minutes were discussed and filed as is. (Exhibit E)

**Personnel Committee:** Patrick Burgan

The committee minutes were discussed and filed as is. (Exhibit F)

**Realtor Party:** Jenna Koontz

The committee minutes were discussed and filed as is. (Exhibit G)

**Trade Fair Committee:** Teresa Berick

The committee minutes were discussed and filed as is. (Exhibit H)

**YPN Committee:** Jenna Koontz

The committee minutes were discussed and filed as is. (Exhibit I)

It was properly moved and seconded to approve the consent agenda. **MOTION CARRIED**

**Old Business:**

An email vote was taken August 17<sup>th</sup>, 2021 and was approved unanimously via email. It was properly moved and seconded to approve repair or removal of the rear lower-level entry roof for up to \$2,000. **MOTION CARRIED**

An email vote was taken August 31<sup>st</sup>, 2021 and was approved unanimously via email. It was properly moved and seconded to not appeal the unemployment claim of Dawn Gaudio. **MOTION CARRIED**

It was properly moved and seconded to approve the proposed HONDROS contract with the following additions: **Section 5. Revenue Share** – *add after the last line “Each such payment shall be accompanied by sufficient backup info to support the payment.” & Section 6. PAYMENT The final sentence should be adjusted to read: “Each such payment shall be accompanied by sufficient backup info to support the payment.”* **MOTION CARRIED**

**New Business:**

It was properly moved and seconded to approve joining the efforts and proposal of the Youngstown Warren Regional Chamber with clarification on what constitutes “a majority of membership”. **MOTION CARRIED**

It was properly moved and seconded to approve the proposed MLS Now Bylaws change. **MOTION CARRIED** President Patrick Burgan will attend the Shareholder meeting in November with CEO Julie Larson.

Darlene Mink-Crouse joined YCAR on August 1<sup>st</sup>, 2021. Darlene is one of the few recipients of the prestigious Distinguished Service Award from Ohio Realtors®. As it is customary for local boards to do, in light of this high honor, it was properly moved and seconded to approve waiving future local dues for Darlene Mink-Crouse. **MOTION CARRIED**

The Directors expressed excitement and pride for Debbie Barber in her recent achievement of Ohio REALTOR® of the Year award. Debbie is the first YCAR member to achieve Ohio REALTOR® of

the Year. The Board would like the communications committee to meet with Debbie to plan to promote her achievement as an advertisement piece to the public and an education piece to membership in hopes to encourage more membership to be involved in the local, state & national association and their local communities. It was properly moved and seconded to approve up to \$750 to promote & advertise our YCAR & Ohio REALTOR® of the Year, Debbie Barber. **MOTION CARRIED**

It was properly moved and seconded to approve the New Business Reports. **MOTION CARRIED**

**Open Discussion:** None

There being no further business, the meeting was adjourned at 10:35 AM.

Respectfully submitted by Julie Larson, RCE, Chief Executive Officer