

March 2022



Inside this Issue:

2022 Board of Directors	2
Up Coming Events	3
Flyers for Up Coming Events/Classes	4-8
Equal Opportunity In Housing Committee Event	9
That's Who We "R"	10
REALTORS at the Rotunda / Coaching Corner	11
Affiliate News!	12
Affiliate Ads	13-16
Affiliate Members	17-18
What's New in the MLS	19-20
New Members	21
REALTOR® Insight	22

REALTOR® Insight

Letter from the President

Greeting Firelands Members!

I hope your year is off to a great start! The market is still favorable for our industry, although challenging for sure!

Opportunities to grow your business are plentiful, and the Continuing Education Committee has plans for many classes to be offered at the board office in person, this year! Speaking of committees, many have scheduled initial meetings and set up their schedules. If you have signed up for a committee, please make sure to attend the meetings, which are all offered through

Zoom! We have several events at the board office coming up. The Soup R Bowl / Reverse Raffle will be held on Wednesday, March 23rd and there are still some tickets available. Contact the board office soon, as these are limited! This is a great opportunity to network and meet the agents you are conducting transactions with, and learn from other seasoned agents! The Affiliates Committee is hosting a new event "Purse Bingo", offering designer purses! This is sure to be a fun evening and will be held at the board office on Wednesday, April 20th!

I encourage you to get to know the Board of Directors, and reach out to any director with any concerns, or questions you have. This is your board. You have elected us. We are here to serve the membership and provide decisions, guidance, knowledge and experience that will enhance your business as a Realtor and a member of Firelands Association of Realtors!

Yours in Service,

Janet Herzog, 2022 Board President



2022 Board of Directors



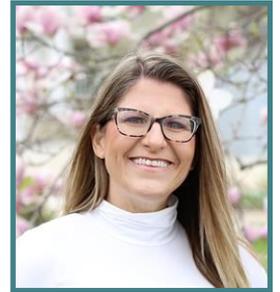
2022 President
Janet Herzog



2022 Vice President
David Amarante



2022 Secretary/
Treasurer
Jaime Polter



2022 Past President
Alex Johnson



2022-2025
Lisa Horman



2022-2025
Roseanne Hickman



2022-2025
David Tully



2019-2022
Sara Riesen



2022
Scott Myers



2019-2022
Phillip Bolte



2019-2022
Christine Dern



2019-2022
Steve Mack



2021-2024
Frank Corder



2021-2024
Ellen Coffman



DJ Swearingen, Esq.
Legal Council



Save the Date!

July 13th & 14
CE at Put-in-Bay

July 19th
Bob Strayer
Memorial Golf
Outing

August 17th
RPAC Cruise

Up Coming Events

March	
3	Professional Standards Workshop, Board Office, 9am
17	Board of Directors Meeting, Board Office, 10am
20	MLS Fees Due
23	Soup-R Bowl and Reverse Raffle, Board Office, 5:30pm
30	New Member Orientation, Board Office 10am-4pm
31	Home Maintenance and Safety CE, Board Office, 11am

April	
6	Home Buying 101 Public Event, Board Office, 6-8pm
15	Board Office Closed, Good Friday
20	Purse Bingo, Board Office, 5pm
21	Board of Directors Meeting, Victor's Event Center, 10:45 am
21	General Membership Meeting, Victor's Event Center, Lunch 11:45am/ Meeting 12:15pm

May	
11	"Shred It" Day
19	Board of Directors Meeting, Board Office, 10am
25	New Member Orientation, Board Office, 10am-4pm
26	Fair Housing Foundations CE, Board Office, 12pm-3:15pm
30	Board Office Closed, Memorial Day

All Events are subject to change until further notice

Reverse Raffle / Soup-R Bowl

**Members & Affiliates are
INVITED!**

Join us March 23rd at 5:30pm for

Soup-R Bowl

Charitable Foundation Reverse Raffle

Location: REALTOR Hall | 2710 Campbell St., Sandusky

**REVERSE RAFFLE DRAWING WILL BEGIN PROMPTLY AT
6:30PM**

You do not need to be present to win!

THERE WILL BE GAMES, FOOD AND FUN FOR ALL!

SIDEBOARD RAFFLE TICKETS \$20 EACH

THIS EVENT IS FREE TO OUR

MEMBERS

AND

AFFILIATE MEMBERS

Come Judge the Best
Soups in 5 Counties and
win BIG! Don't miss out
on the Fun!



Thank you to our Major Sponsor



UpComing Event!

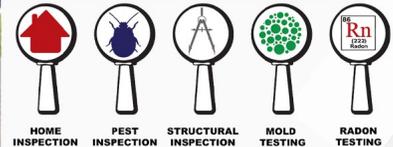
Upcoming Continuing Education

2 HOURS OF CE

THURSDAY MARCH 31st

AT THE FIRELANDS ASSOCIATION
OF REALTORS BOARD OFFICE

2710 CAMPBELL ST
SANDUSKY, OH



Presented by Tom Dunlap

11:00 am - Home Maintenance

1 hr CE on how to maintain your home

12:00 - Lunch

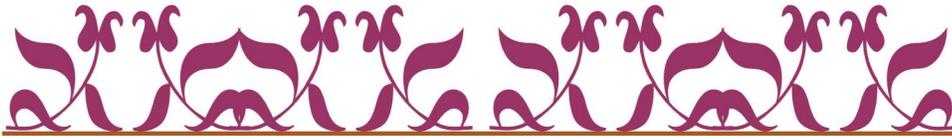
(provided by InspectionTech)

12:30 pm - Fire and Home Safety

1 hr CE on tips to keeping your home safe

Please RSVP on The
Connect Dashboard Calendar of Events
or Email Leslie@FAOR.com

Purse Bingo



Designer Purse Bingo

April 20th

Check in begins 5pm | Bingo begins Promptly at 6pm

Reserve your tickets now!

Call the Board Office (419) 625-5787 or

Email Leslie@FAOR.com

Only 150 Tickets to be sold

\$35 each

10 Bingo Tickets/ Taco Bar

Side Games too!

Proceeds to benefit Battered Women's

Shelters in our 5 Counties

Designer Purse Bingo is brought to you by the Affiliate Committee who work hard for you to make a difference.



Upcoming Event!

Upcoming Event!

Spring General Membership Meeting

Firelands Association of REALTORS®

GENERAL MEMBERSHIP MEETING

THURSDAY, APRIL 21ST

\$20 PER PERSON

VICTOR'S EVENT CENTER

(Formerly Anjulina's)

2270 W. HAYES AVE. | FREMONT, OHIO

Lunch begins at 11:45 AM

Meeting will begin at 12:15 PM



**GUEST SPEAKER
TO BE ANNOUNCED**

*Please reserve your seat no later than
Thursday, April 14th*

REGISTRATION FORM

Name: _____

Name: _____

Name: _____

Name: _____

Office: _____

\$20 per person _____ amount \$ _____ Check # _____ | _____ Invoice my Member Portal

(Invoices must be paid by day of Event)

Fair Housing Foundations CE

Continuing Education for Real Estate Agents
from the Ohio Housing Finance Agency



UPCOMING IN YOUR AREA:

Date: 5/26/22

Time: 12pm-3:15pm

Firelands Association of Realtors- 2710 Campbell St. Sandusky, OH 44870



Cheryl M DeVore
Mortgage Loan Originator | NMLS# 579134
p. 419.732.0075 | c. 419.346.6344
cheryl.devore@usbank.com

Course Description

**Fair Housing Foundations
(3 Hours of Civil Rights Credit)**

This course will take a historical view at Fair Housing and Civil Rights and also go into the details of current housing, advertising, and lending laws. Case studies, housing statistics, videos, and pictures are used to present the information in an interesting format. The course will also identify several barriers to homeownership and how OHFA Homeownership Programs can reduce these barriers.

Register Online: <https://www.ohiohome.org/Registrations/RealEstate>

OHFA Homeownership Programs

Your Choice! Down Payment Assistance

Homebuyers can choose either 2.5% or 5% of the home's purchase price to use towards down payment, closing costs or other pre-closing expenses.

Grants for Grads

Provides a mortgage interest rate discount to recent college graduates. Grants for Grads also includes down payment assistance.

Ohio Heroes

Provides a mortgage interest rate discount to residents who serve the public including, U.S. Veterans, active duty military or member of reserve components (includes a surviving spouse), police officers, firefighters, volunteer firefighters, EMTs, paramedics, physicians, nurse practitioners, nurses—(RN, LPN, STNA), pre-K-12 teacher-administrator or counselor.

Mortgage Tax Credit

Provides a tax credit of up to 40% of the mortgage interest for the life of the mortgage.

Next Home

Provides Your Choice! Down Payment Assistance and benefits of the First-Time Homebuyer program to Ohio homebuyers who currently own a home, or have owned a home in the past three years and are ready to purchase a different home.



Jonathan Duy joined OHFA in 2011 and assumed his current position in 2014. Since 2006, Duy has served as a licensed real estate agent in central and northeastern Ohio and passionately believes in homeownership. Prior to joining OHFA's Office of Homeownership, he worked on OHFA's statewide foreclosure prevention effort and for a public housing consulting firm. He is accredited by the Division of Real Estate as a continuing education provider and has taught over 7,000 real estate agents. Duy holds a Bachelor's degree in Urban Studies with a concentration in Urban Planning and Geographical Information Systems from Cleveland State University.

Upcoming Continued Education



57 East Main Street | Columbus, OH 43215
888.362.6432 | MYOHIOHOME.ORG

Mike DeWine, Governor, State of Ohio
Shawn Smith, Executive Director



Equal Opportunity in Housing Committee Event

Equal Opportunity in Housing Committee hosts:

Home buying 101: Step by Step guide to purchasing your HOME

April 6th

6pm—8pm

Location: REALTOR Hall

2710 Campbell St.

Sandusky, OH 44870

Do you have a new home buyer that could use some help getting started? Do you know someone renting and not sure where to start the process on buying their first home? Send them to this great event!



On November 18, 2020, NAR launched Fairhaven.realtor (link is external) — an innovative online simulation training, where agents work against the clock to sell homes in the fictional town of Fairhaven, while

confronting discrimination in the homebuying process. During the training, learners also walk in the shoes of a homebuyer facing discrimination. The training provides customized feedback that learners can

apply to daily business interactions.

CAN YOU PASS THE TEST?

[FAIRHAVEN.REALTOR](https://www.fairhaven.realtor)

NAR's 2022 "That's Who We R" Advertising Showcases the Ethics, Expertise and Trusted Partnership of Realtors® in the Purchase Journey



WASHINGTON (February 8, 2022) – The National Association of Realtors® unveiled today its fourth ["That's Who We R" national advertising campaign](#), showing Realtors® in action and how they help consumers. The new creative further distinguishes Realtors® – members of NAR and guided by the association's Code of Ethics – from non-member agents and "do-it-yourself" tech platforms. Created in partnership with Havas Chicago, the series of television, audio and digital creative spots use emotional and real-life storytelling to bring to life the tangible and meaningful benefits of working with a Realtor® during the increasingly competitive and complex process of buying and selling property.

"These ads highlight the value Realtors® bring by showcasing our members' dedication, expertise and professionalism," said Victoria Gillespie, NAR chief marketing and communications officer. "As a former agent and Realtor®, I know personally how we go above and beyond to make ownership a reality for our clients. By establishing and cultivating trusted partnerships with millions of prospective property owners, Realtors® are not only champions for consumers, but also for the communities they serve."

"The National Association of Realtors® is 1.5 million members strong and we take immense pride in being expert guides and supportive counselors at every touchpoint throughout the real estate transaction," added NAR President Leslie Rouda Smith, a Realtor® from Plano,

Texas and broker associate at Dave Perry-Miller Real Estate in Dallas. "I am extremely proud of NAR's ad campaign and how it delivers on our promise to members, boldly distinguishing Realtors® within the crowded real estate industry."

Simple yet personal and emotional moments throughout the spots act as the connection point for viewers and listeners. The commercials leverage a diverse set of characters and real estate situations – residential and commercial – that work together to be relatable at scale. In each situation, viewers will see how Realtors®' unrivaled expertise, ethics and neighborhood knowledge guide consumers through numerous scenarios, establishing trust and inspiring confidence despite surprises.

"We understood that our creative perspective needed to instantly resonate with consumers who may feel unsure about who or what to trust on their individualized path to ownership," said Myra Nussbaum, president and chief creative officer, Havas Chicago. "The cultural truth is brought to the screen through the mix of authentic, emotional

and unexpected moments that can occur throughout the property buying process. The output is a creative narrative that shows how Realtors® partner with their clients during what is often the biggest purchase a person makes in their life."

The TV campaign will launch both 15- and 30-second versions with creative extensions into various media touchpoints, including streaming and terrestrial audio, social media and branded content partnerships. In addition to paid media led by Havas Media, NAR will once again launch a full suite of new advertising and social media assets, created in conjunction with 2022 campaign imagery and messaging, for its members and Realtor® associations to leverage locally.

Visit [ThatsWhoWeR.realtor\(link is external\)](https://www.nar.realtor/newsroom/nars-2022-thats-who-we-r-advertising-showcases-the-ethics-expertise-and-trusted-partnership-of-realtors-in-the-purchase-journey) for more information on NAR's "That's Who We R" national advertising campaign.

This content is copyright 2022 National Association of REALTORS. Read more at: <https://www.nar.realtor/newsroom/nars-2022-thats-who-we-r-advertising-showcases-the-ethics-expertise-and-trusted-partnership-of-realtors-in-the-purchase-journey>

**THAT'S
WHO
WE**



That's Who We R



REALTORS® AT THE ROTUNDA

Tuesday, April 5, 2022

Join us & be a part of the REALTOR® Voice.



Join Ohio REALTORS from across the state to meet with elected officials and discuss policy issues important to our industry.

Featuring:

- Top Policy Makers
- Tour of the Statehouse
- Reception in Statehouse Atrium

Visit <https://www.ohiorealtors.org/convention/> to register.

THE BUZZ

Coaching Corner: The Power of NO!

February 8, 2022

Recently, several of my clients have expressed their frustration around situations where they agreed to do something they truly didn't want to do. We have all been there! Saying 'no' can be difficult and yet, not saying 'no' can create angst within us. One of downfalls I have seen with people in attempting to voice their 'no,' is over justifying. People can give way too much information, somehow thinking that the more justification they give, the better their 'no' will be received. Wrong! Truly, less is better. Authenticity is better. Simple is better. When asked to participate in an activity that you do not want to, I feel it is important to appreciate the person for asking you. After

that, you might say that right now that particular activity will not work for you. Done! But, you say, what if they keep asking? And....they tell you how wonderful it would be to have you there. Oh boy! Take a breath, and stay with your original answer, perhaps appreciating them again. Learning how to say 'no' requires patience and practice, more for some than others. Be kind to yourself and realize you get to choose how you will spend your time. You get to choose with whom you will spend your time. I have a "NO" button, similar to the Staples "Easy" button, where there are six different ways of saying 'no,' ending with

"For the last time, NO!". This may be a fun way to remind you to that it's okay to say 'no.' Actually, it is very powerful when you can claim your individual 'no.' Give it a try! And please don't say 'no' to that!!!

This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1614/coaching-corner-the-power-of-no/>





PRESS RELEASE

VLFCU RECEIVES AWARD FOR MORTGAGE SERVICES

(Sandusky, OH), (November 30, 2021) — VacationLand Federal Credit Union

VacationLand Federal Credit (VLFCU) was recently recognized by myCUMortgage as “Purchase Money Lender of the Year.” myCUMortgage is a leading Credit Union Service Organization (CUSO) and is wholly owned by Wright-Patt Credit Union. Their purpose is to provide comprehensive solutions and expert guidance to their credit union partners.

According to myCUMortgage, this award recognizes a credit union for outstanding efforts and results in helping members buy homes. “VacationLand Federal Credit Union had a clear strategy and put tactics in place to increase purchase money mortgage loan volume and achieved meaningful results.”

Jami L. Risner, Chief Lending Officer for VLFCU, acknowledges the exemplary service provided by the Mortgage Department. “This has been a challenging year, and our Mortgage team exceeded expectations!” She credits the mortgage lenders who closed 180 mortgages totaling over \$23,000,000.00 within the award year of July 1, 2020 through June 30, 2021. They also helped 13 families receive Welcome Home Grants of \$5,000 each to assist with down payments on their new homes.



VacationLand’s Mortgage Department is located at 2911 Hayes Avenue in Sandusky. Mortgage lending officers, Trisha Dauch and Jennifer Wells, and mortgage processor, Annette Crum, have over 30 years of combined experience to make the home buying experience less stressful. They can assist with first time home buyer loans, conventional mortgages, VA loans, USDA rural development loans, vacation home loans, and mortgage refinancing. Give them a call at 1-800-691-9299 to help your next clients!

VacationLand Federal Credit Union | 2911 Hayes Avenue | Sandusky, OH 44870

News form your Affiliate

Support your Affiliates!



Low Rates. Smart Options. Local Experts.

- Conventional Loans
- Jumbo Loans
- FHA, VA, USDA
- Physician Program
- Construction into Permanent Financing
- Lot Financing

Tim Ott
419.239.8615
tdott@civista.bank
2100 East Perkins Ave.,
Sandusky
NMLS# 4446158



civista.bank

Member FDIC
NMLS# 412766



Affiliate Advertising Space Available

Full page ad \$100 for 2 months!

Advertise here.

*Includes logo and contact information,
or if you have your own
camera ready ad
to fit this size (8.78 H X 5.54 W)*

*Additional features:
Link to business website– \$ 15*

**ADVERTISE
YOUR
BUSINESS
HERE**



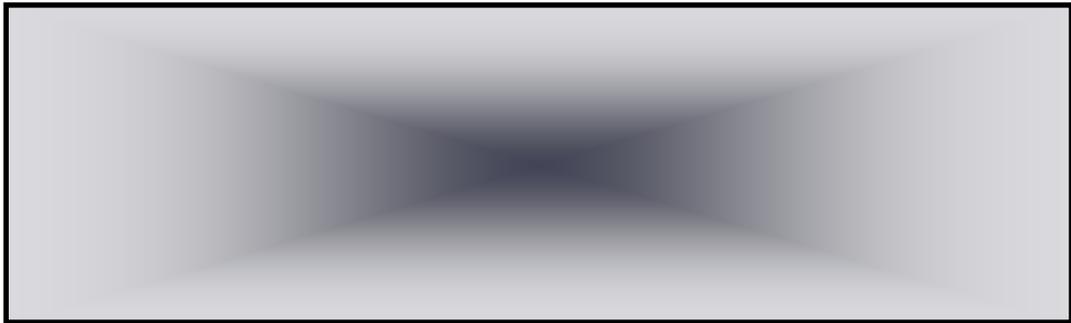
Support your Affiliates!

Support your Affiliates!

Affiliate Advertising Space Available



Advertise Here!
1/3 page ad \$50.00
for 2 months. Includes logo and contact
information. Or if you have your own cam-
era ready ad to fit
this size. (2.86 H X 5.54 W)
Link to business website \$15.00



Real Estate EDUCATION

25% OFF
ONLINE CE

USE PROMO CODE:
FIRELANDS25



Affiliate Advertising Space Available



Advertise Here!

1/3 page ad \$50.00

for 2 months. Includes logo and contact information. Or if you have your own camera ready ad to fit this size. (2.86 H X 5.54 W)

Link to business website \$15.00

Support your Affiliates!

Affiliate Advertising Space Available

Advertise here.

\$75 for 1/2 page

For 2 months. Includes logo and contact information, or if you have your own camera ready ad to fit this size (4.46 H X 5.54 W)

Additional features:
Link to business website- \$ 15



2022 AFFILIATE MEMBERS

*** Gold Member **Silver Member

Contractors:

Wayne Homes – Jennifer Neese
(419) 626-3009

County Auditors:

Erie County Auditor – Richard Jeffrey
(419) 627-7746

Mold/Odor Mitigation/Disaster Clean up:

Restore Pro, Inc. – Jon Fields/Rusty Zeller
(419) 624-0198 Sandusky

Home Inspections:

A. Wright Inspections, Inc. – Andrew Wright
(419) 460 – 2123 Fremont

Catawba Island Home Inspection – Roger Frommer
(419) 722-8086 Port Clinton

Erie Inspection Service – Todd & Julie Radloff
(419) 484-4354 Bellevue

Inspection Tech. – Thomas Dunlap / Aaron Westerberg
(419) 504-9417 Sandusky

Home Warranty:

**First American Home Warranty – Dawn McNulty
(419) 494-2054 Toledo, OH

Old Republic Home Protection – Christine Dern
(330) 441-1737 Medina, OH

Lenders:

AG Credit, ACA - Craig Coughlin
(419) 663-4020 Norwalk, OH

American Eagle Mortgage Co. – Jason Sas
(419)616-5300 Huron, OH

Civista Bank (Sandusky) – Jim Nabors
(419) 625-4121

**Croghan Colonial Bank – Teresa Joseph
(419)355-2258 Fremont

Cummings Mortgage – Dan, JoAnn and Tony Cummings
(419) 625-1894 Sandusky

Lenders Continued:

Fairway Independent Mortgage – Mike Zele
(866) 923-5213 Stow, OH

Fifth Third Bank – DJ Pisano
(419) 668-3275 Sandusky

Firelands Federal Credit Union – Lynn Devereaux
(419) 483-4180 Bellevue

Firelands Federal Credit Union – Barb Flaczynski
(567) 743-9307 Norwalk

First Federal Bank of Ohio – Kim Kincer
(419) 626-8900 Sandusky

First Federal Bank of Ohio – Betty Hoffman
(419)443-8300 Tiffin

***First Federal Savings of Lorain – Cathy Schaefer
(419) 626-5576 Sandusky

First Federal Lakewood - Don Starbuck
(419) 874-3093 Perrysburg, OH

First National Bank – Dean Miller
(419)483-7340 Bellevue

Genoa Bank – Lori Magrum
(419) 734-3994 Port Clinton

Impact Credit Union – Emily Waugh
(419)5 547-7781 Clyde

Marblehead Bank – Bill Tuttamore
(419) 798-4471 Marblehead, OH

Martin & Traxler American Eagle Mortgage – Erica Ward
(419) 357-1575

**Rural 1st – Michael Goins
(440) 775-4028 Oberlin, OH

U. S. Bank – Cheryl DeVore
(419) 732-0075 Port Clinton

Support your Affiliates!

Support your Affiliates!

2022 AFFILIATE MEMBERS

Lenders Continued:

Union Home Mortgage Corp – Todd Lillo
(419) 668-9922 Norwalk

Union Home Mortgage Corp. – Brian Smith
(419) 625-2600 Sandusky

Union Home Mortgage Corp. – Rex Grasz
(567) 998-4276 Upper Sandusky

Vacationland Federal Credit Union – Jami Risner
(419) 625-9025 Sandusky

Misc. Services:

***Hondros College – Korie Sanders
(888) 466-3767 (Education/CE)

Home Builders Assoc. of Erie Co. – Deanna Allensworth
(419) 625-7661

Moving Services:

Two Men and A Truck – JoAnna Gallagher
(419) 882-1002 Sandusky

Photography:

Karen Evans Pictures, LLC – Karen Evans
(614) 203-2113 Marblehead

Radon Mitigation:

S.W.A.T. Environmental – Amy Mowrer
(330) 465-3484 West Salem

Title Companies:

Ally Title Agency – Richard Blair/Carrie Jo Wahl
(419) 299-8486 Norwalk

Assured Title – Mark Bunting
(419) 447-7126 Tiffin

Title Companies Continued:

Chicago Title Agency – Audrey Gaston
(419) 668-1446 Norwalk

***Fidelity National Title – Chris Palmer
(419) 626-4475 Sandusky

***First American Title – Mary Boldman
(800) 332-6446 Fremont

***First American Title – Mary Boldman
(800) 343-6446 Norwalk

***First American Title – Mary Boldman
(800) 327-6446 Sandusky

***Hartung Title Agency, Inc. – Sally Crow
(419) 625-5700 Sandusky

Hartung Title Agency, Inc. – Judy Twarek-Bickley
(419) 734-4928 Port Clinton

Mutual Title Agency, Inc. – Beth Dzurilla
(330) 348-4133 Strongsville, OH

Newman Title Agency, Inc. – Kelly Babb
(567) 283-5333 Sandusky, OH

**Park Avenue Title Agency, Inc. – Thomas Bowlus
(419) 332-8260 Fremont

Southern Title of Ohio, Inc. – Sam Schmenk
(419) 621-5550 Sandusky

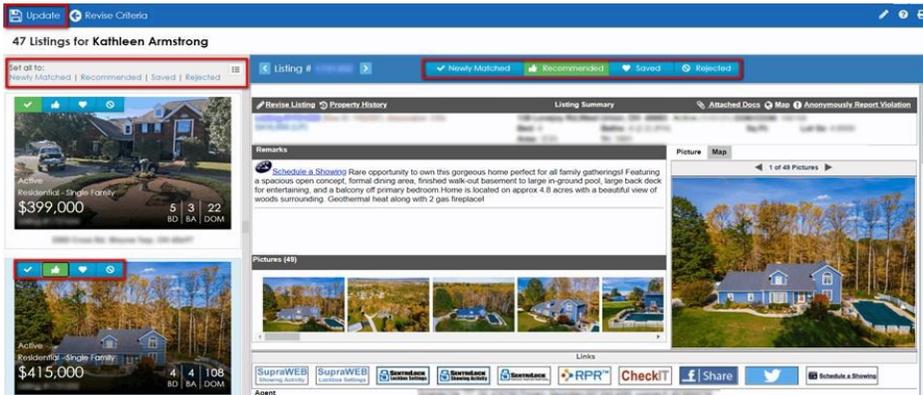
Tri-Coast Title Agency – Scot Corbin
(419) 734-6502 Port Clinton

Rapattoni MLS Updates

New Prospect Search Results Workflow Now Available

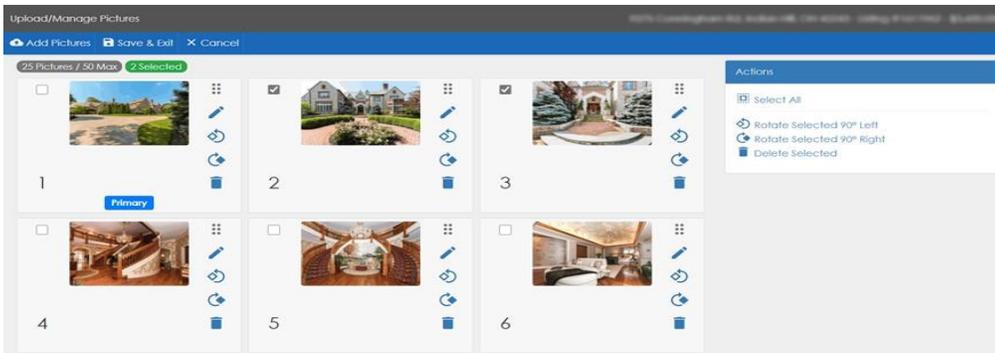
A new workflow has been added to help you filter through results when manually running **Prospect Searches**, providing more control over where listings are added in your prospect's cart. With this workflow, you will now be directed to a new results page after running a new or existing **Prospect Search**. From this page, you will be able to choose which listings are sent to the prospect's cart and which are rejected.

You will have options to mark individual listings for the **Newly Matched**, **Agent Recommended**, **Saved**, or **Rejected** tabs, or to move all listings to the desired tab using the **Set all to:** options. After all listings have been marked for the desired tab, clicking the **Update** button will complete the process.



Enhanced Upload/Manage Pictures Page

The **Upload/Manage Pictures** page has been updated to provide a cleaner interface and deliver more clear and concise information, making it easier to manage your listing photos. The updated interface allows you to quickly rotate or delete individual pictures right from the main workspace, plus it includes improved selection controls with a selection counter, as well as an indicator for the listing's Primary picture.



Custom Report Writer Updates

When creating new reports in the **Custom Report Writer**, you will now be prompted to set the new report to either **Client** or **Agent-Only**. This new option replaces the previous "Show agent-only fields" check box under the **Data** tab.

When **Agent-Only** is selected, all fields and options will be available for the report. When **Client** is selected, all agent-only fields and options will be unavailable.

With this upgrade, all existing Custom Reports that included one or more agent-only fields have been automatically set to **Agent-Only**, while all other reports have been set to **Client**.

What's New in the MLS



Helpful Hints

NAR Policy Changes for IDX/VOW and Additional Features

The National Association of REALTORS® has issued several MLS policy changes for 2022 that affect IDX/VOW, Scheduled Saved Searches, and Reports, among other items. Detailed information on these changes can be found in NAR's [Summary of 2022 MLS Changes](#) and their [FAQs for the 2022 MLS Policy Changes](#).

The following updates have been implemented to support NAR's 2022 MLS policy changes:

- **Listing Office Phone/Email for IDX/VOW** - Listing Office phone and email now display in all **IDX Summary** and **IDX Detail** displays per the NAR policy, and are also available for VOW feeds. Brokers have the option to modify the contact information that displays when their listings appear on any IDX site. This can be done from a new **Office IDX/VOW Phone & Email Setup** interface available from the **Office Menu**, allowing authorized office staff to configure whether Phone and/or Email should display, and to modify their values if necessary.
- **Agent/Office Name, Phone, and Email in IDX** - In addition to the above changes to display Listing Office phone/email, all IDX interfaces have been updated to prominently display the name, phone, and email of the agent or office providing the IDX site, showing preferred contact info consistent with elsewhere in IDX and the MLS.
- **Commission Info & Updated Disclaimer for Public, IDX/VOW, and Client Features** - Commission data for the Listing Broker's offer of compensation now displays on all public-facing sites per NAR's policy, with the data also available in VOW feeds. Note that commission fields are also available in the **Custom Report Writer** for those that wish to add them to their reports. In addition, the disclaimer text for all applicable features has been updated to note that any offers of compensation are made only to participants of the MLS where the listing is filed.
- **Updated Criteria Rules for IDX Saved Searches and Scheduled Saved Searches - Saved HotSheet Searches and Saved Open House Searches** with criteria for offers of compensation (i.e., commission data), Listing Agent/Office, or Selling Agent/Office cannot be used for **IDX Saved Search Links** or for **Scheduled Saved Searches** that are emailed to additional recipients (such as clients). If you have any Saved Searches scheduled to send to additional recipients, you may wish to review and update them to comply with the new policy. Note that saved searches using restricted criteria can still be scheduled to send results to yourself, the restrictions only apply to saved searches that are scheduled to send to additional recipients.

Owner Name - Owners name is required to be disclosed on the listing. If owner has requested that their name not be on the listing please contact the MLS office when entering the listing

Held Status - If a listing cannot be shown for any reason, the listing must be in a **Held** status. "For Sale" Sign **cannot** be in yard.

Multiple Areas - If you want to put a listing in more than one area, there is a \$25 charge per area. For listings entered more than once: when sold...you only sell out one of the listings and cancel the others.

Monthly Broker Open - FREE first Tuesday of each month. This is for open houses held on the first Tuesday - Please send information regarding the listing & time by the Friday before. Brokers Opens for any other time will cost \$21.50 per ad.

ShowingTime - For assistance please call 1.800.379.0057 or email sup-port@showingtime.com

Primary Photo - In order to maintain consistency in the Service, primary photo as established is the front view of the property. Any photo set as the primary photo for the property that is not the front view of the

property will be removed. In the event of a home having two front views (i.e. water front home) the listing agent may choose which of the two views to use as primary. If the alternate view is used as the primary, the photo of the front view of the property must be set in the second position. (Amended 2/18)

Kick Out Clause on Listing - These listings must be in a "Contingent" status.... Not Active

If you have any questions, please feel free to contact the MLS office at 419.625.3802

Welcome New Members!

New REALTORS®:

Addison Ott
 Marc Nye
 Amanda Paez
 Tina Roberts
 Tory Bleile
 Sierra Steinmetz
 Jane Scalf
 Antoine Stockett
 Ross Boesch
 Maria Skelton
 Emily Witter
 Nathaniel Haghiri
 D. Eric Zeitheim
 Joshua Young
 Victoria Asetline
 Bradley Lonsway

BHHS Professional Realty
 EXP Realty, LLC
 RE/MAX Quality Realty—Norwalk
 Howard Hanna—Port Clinton
 Russell Real Estate Services
 RE/MAX Unlimited Results Realty
 Century 21 Bolte Real Estate
 Realty Executives Select Group
 Weichert Realtors—Morgan Realty Group
 Realty Executives Select Group
 Russell Real Estate Services
 Howard Hanna—Port Clinton
 Weichert Realtors—Morgan Realty Group
 Polter Real Estate
 Century 21 Wilcox & Associates
 Century 21 Bolte Real Estate

New Secondary Office:

Stephen Merkle Side Inc.

New MLS Office:

Ojo Homes LLC Stephan Sibiga
 Corcoran Global Living Mathew Watercutter
 RE/MAX Haven Realty Gary Golem
 BEX Realty, LLC Teresa Farley

New MLS Only:

Debbie Katich The Danberry Co.
 Mark Geperth Keller Williams Citywide
 Robert Hohler Key Realty
 Jennifer Farkas Century 21 DeAnna Realty
 Kimberly Kelly RE/MAX Crossroads—Rocky River
 Lance Tyo RE/MAX Preferred Associates
 Michelle Carson RE/MAX Above & Beyond
 Patricia Renaud Russell Real Estate Services—Amherst
 Vicky Pelchat Howard Hanna—Maumee
 Jen Aldoy RE/MAX Unlimited Results Realty
 Bill Hanna RE/MAX Unlimited Results Realty

New Affiliates:

Goosehead Insurance, The Pitzer Agency Steve Pitzer
 American Eagle Mortgage Samantha Ramos
 Your Home Financial Rachel Clawson
 Erie Environmental Jacob Cramer
 Wells Fargo Home Mortgage Scott Kuhn



**Members who
 have joined
 between
 9/13/21—
 3/2/22**

FOREWARN SAFER SHOWINGS SMARTER ENGAGEMENTS
 FREE Benefit Available for All FAOR Members!

- Know your prospect... *in seconds*
- Reverse incoming call to verify prospect (name, phone, and address)
- Instantly search for criminal history
- Verify financial risks (bankruptcy, liens, judgments)
- Verify current assets (cars/trucks and vehicles)

Agents can properly plan for showings with a higher level of confidence.

To activate your new FOREWARN account, visit app.forewarn.com/askappsupport
 For personal assistance, FOREWARN support is available at 561-757-4551 or www.forewarn.com

FREE Benefit for our Board Members!



FAIR HOUSING
MAKES U.S.
STRONGER

Commemorating 50 Years of the Fair Housing Act



CORONAVIRUS SAFETY

Follow these easy steps to help prevent the spread of COVID-19.



Wash your hands for at least 20 seconds.



Sneeze or cough? Cover your mouth.



Disinfect surfaces around your home and work.



If you're sick, stay home.



The REALTOR® Insight is the official publication of the Firelands Association of REALTORS®, 2710 Campbell Street, Sandusky, OH 44870.

The Firelands Association serves five counties: Erie, Huron, Ottawa, Sandusky and Seneca.

OFFICERS

Janet Herzog, President
 Dave Amarante, Vice-President
 Jaime Polter, Secretary/Treasurer
 David W. Freitag, CEO

DIRECTORS

Phillip Bolte (2022)
 Ellen Coffman (2024)
 Frank Corder (2024)
 Christine Dern (2022)
 Roseann Hickman (2025)
 Lisa Horman (2025)
 Alex Morgan-Johnson-Past President
 Steve Mack (2022)
 Sara Riesen (2022)
 David Tully (2025)

OBJECTIVE

FAR's REALTOR® Insight is published by and for the education information and benefit of its members and devoted to news of the real estate industry and other related and allied interest.

Advertisements of general interest are accepted, but in no way should be construed as an endorsement by the Firelands Association of REALTORS®. FAR makes every effort to ensure the accuracy of the information published but assumes no responsibility for damages due to errors or omissions.

All copies for publication should be sent to the Editor by the 20th of each month, rates available upon request.

All copies submitted are subject to editing at the Editors discretion.

Executive Officer/Publisher

David Freitag, CEO
 E-mail: David@faor.com

MLS Coordinator

Emily Scherer
 E-mail: Emily@faor.com

Admin. Assistant/ Member Services/ Newsletter Editor

Leslie Bixby
 E-mail: Leslie@faor.com

For advertisement please Contact
 Leslie@faor.com

We are required to maintain an active email address for each FAR member who uses our MLS system. This email address is updated in the National REALTOR database (NRDS) and also for our email blasts with important information that goes out periodically.

If you have changed your email address, have not received email from us in some time or just want to double check it, please contact the Board Office at 419-625-5787 or email your current e-mail address to Leslie@faor.com



Newsletters are now being emailed and available on FAOR.com/Member side. If you are not receiving the newsletter please contact Leslie@FAOR.com

Thank You!