

MAY 2022



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REALTOR® Insight

Ohio REALTORS backs HB 563

May 16, 2022

By Beth Wanless, Ohio
REALTORS Director of
Government Affairs

Last week, Ohio REALTORS provided the following written testimony to the Ohio House of Representative's State and Local Government Committee in support of House Bill 563 – a measure addressing the issue of short term rentals across the state:

Ohio REALTORS supports policies that allow property owners to use their property as they see fit. Governments that impose excessive regulations on short term rentals, or outright ban short term rentals violate the fundamental principles of private property rights. Introduced by Representatives Sarah Fowler-Arthur (R-District 99) and Ron Ferguson (R-District 96), House Bill 563 prohibits local governments from banning short term rentals, or from limiting the duration, or frequency of

rental periods for short term rental properties. There are exceptions to allow local governments to regulate short term rentals for building codes, public safety, noise, drug and sex trafficking and preventing a property from being a public nuisance. However, those regulations must be enforced in the same manner as similar properties that are not short term rental properties.

Short term rentals provide a property owner the ability to generate income on the property they own while providing flexible housing accommodations to people who may be unable to find an adequate housing situation that fits their needs.

Every Ohioan should be able to use and enjoy their private property as they wish, without excessive government intrusions. Ohio REALTORS supports HB 563 and we respectfully ask the Committee to support this legislation.

Formed in 1910, Ohio REALTORS is the state's largest professional trade organization with more than 36,000 members representing both residential and commercial practitioners, as well as auctioneers and appraisers. We also represent homeowners, homebuyers, investors and support policies to protect private property rights.

This content is copyright 2022 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1642/ohio-realtors-backs-hb-563/>
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Save the Date!

May 27th
REALTOR of the
Year Application
Deadline to
Ohio REALTORS

July 12th & 13th
CE at Put-in-Bay

July 19th
Bob Strayer
Memorial Golf
Outing

August 17th
RPAC Cruise

Up Coming Events

May	
11	"Shred It" Day
12	Erie County Auditor: Learn the NEW website & Features, 10:00am - 11:00am , Board Office
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

June	
1	Realtor of the Year Deadline to Ohio REALTORS
2	Self Defense Class
9-10	Ohio Realtors AE Seminars, Dayton, Board Office Closed
16	Board of Directors Meeting, Board Office, 10am

July	
4	Board Office Closed, 4th of July
12-13	Island Education at Put-in-Bay
13	Nominations begin for Open 2023 Board of Directors Seats
19	Bob Strayer Memorial Golf Outing , Board Office Closed
20	New Realtor® Member Orientation, Board Office, 10am-4pm
26-27	OR Leadership Summit

All Events are subject to change until further notice

2022 NAR Mandated changes to MLS Rules & Regulations

The 2022 NAR Mandated changes to the MLS Rules & Regulations have been approved by the Board of Directors and have been updated on FAOR.com. Below is the list of the additions and changes.

The following Rules have been added in 2022:

Section 1.16 Property Addresses

At the time of filing a listing, participants and subscribers must include a property address available to other participants and subscribers, and if an address doesn't exist a parcel identification number can be used. Where an address or parcel identification number are unavailable, the information filed with the MLS must include a legal description of the property sufficient to describe its location. (Adopted 01/22)

Section 4.5 Services Advertised as "Free"

MLS participants and subscribers must not represent that their brokerage services to a client or customer are free or available at no cost to their clients, unless the participant or subscriber will receive no financial compensation from any

source for those services. (Adopted 01/22)

Section 5.4 Display of Listing Broker's Offer of Compensation

Participants and subscribers who share the listing broker's offer of compensation for an active listing must display the following disclaimer or something similar.

The listing broker's offer of compensation is made only to participants of the MLS where the listing is filed. (Adopted 01/22)

The following Rules have been amended in 2022:

Section 18.2.4

Participants may select the listings they choose to display through Broker Reciprocity/IDX based only on objective criteria including, but not limited to, factors such as geography or location ("uptown," "downtown," etc.), list price, or type of property (e.g., condominiums, cooperatives, single-family detached, multi-family), ~~cooperative compensation offered by listing brokers, or~~ type of listing (e.g., exclusive right-to-sell or exclusive agency), ~~or the level of service being provided by the listing firm.~~ Selection of listings displayed on any Broker Reciprocity/IDX site must be inde-

pendently made by each participant. (Amended 01/22)

Section 18.2.12

All listings displayed pursuant to IDX shall identify the listing firm, and the email or phone number provided by the listing participant in a reasonably prominent location and in a readily visible color and typeface not smaller than the medium used in the display of listing data. (Amended 01/22)

Section 18.3.1

Listings displayed pursuant to Broker Reciprocity/IDX shall contain only those fields of data designated by the MLS. Display of all other fields (as determined by the MLS) is prohibited. Confidential fields intended only for other MLS participants and users (e.g., ~~cooperative compensation offers, showing instructions, and~~ property security information, etc.) may not be displayed. (Amended 05/12)

Section 18.3.1

Listings displayed pursuant to Broker Reciprocity/IDX shall contain only those fields of data designated by the MLS. Display of all other fields (as determined by the MLS) is prohibited. Confidential fields intended only for other MLS participants

and users (e.g., ~~cooperative compensation offers, showing instructions, and~~ property security information, etc.) may not be displayed. (Amended 05/12)

Section 19.18

A participant shall cause any listing that is displayed on his or her VOW to identify the name of the listing firm, ~~and~~ the listing broker or agent, and the email or phone number provided by the listing participant in a readily visible color, in a reasonably prominent location, and in typeface not smaller than the median typeface used in the display of listing data. (Amended 01/22)

These mandatory changes were brought to the Board of Directors and adopted at the April 2022 meeting.



NATIONAL
ASSOCIATION of
REALTORS®

Firelands
Association of
Realtors



Upcoming Continuing Education

Core Ethics CE Class

Join Us!

Thursday June 23, 2022
11 AM – 3 PM

Pioneer Spring Marketplace
1580 Peru Olenia Road
Norwalk OH 44857
Class Instructor: Alec Hagerty

RSVP by June 16, 2022 to hold your seat
Todd Lillo Team
todd@toddlillo.com | 419.668.9922

- Free to Realtors
- Lunch will be served

2nd floor - stair access only

Co-sponsored by:
Todd Lillo
Branch Manager at Union Home Mortgage

3-hour Continuing Education Credit for 2022



Beth Dzurilla
Sales Manager

T/F: (440) 826-0100
C: (330) 348-4133
bdzurilla@mutualtitleohio.com
www.mutualtitleagency.com/

14843 Sprague Road | Strongsville, OH 44136



Todd Lillo
Branch Manager
NMLS 224237

(419) 668-9922
todd@toddlillo.com
toddlillo.com

19 Whittlesey Avenue | Norwalk, OH 44857



Island Education! July 12 & 13, 2022

• Choose Your Course(s)

Core Law: Contracts, Business Entities, Trust & Estates (3 HR

Core Law CE Credit) Tuesday, July 12th-10:30 AM-1:45 PM

Instructor: Ted Bush and Paul Blevins, First American Title

Civil Rights: Fair Housing: Changing Faces in America (3 HR Civil

Rights CE Credit) Wednesday, July 13th - 10:30 AM-1:45 PM

Instructor: Alec Hagerty, Knowledge Sponge Seminars

- Includes Roundtrip on the Jet Express (if you don't need Jet Express tickets we have pricing without below).

Put-In-Bay Jet Express Schedule- <http://jet-express.com>

The 8:30am Ferry from Port Clinton will get you to class on time.

PLEASE NOTE: THE BOAT LEAVES THE DOCK PROMPTLY!

Includes one roundtrip ticket, extra tickets can be bought at the Jet Express Dock

- Stay Overnight! (Not Included)**

Accommodations at Put-In-Bay Resort, Call 888.742.7829

RESERVATION DEADLINE-JUNE 22nd

Special Event Rate of \$165 + applicable taxes. Just mention you are with the Firelands Association of REALTORS®

Do you have any disabilities, which require special accommodations, including the provision of auxiliary aids and services? If so please indicate needs _____

☐ \$40 for 1 day of CE Only **or** ☐ \$75 for both days (No Jet Express Transportation)

☐ \$90 for 1 day of CE and 1 round trip Jet Express Ticket

☐ \$105 2 days of CE w/ 1 round trip Jet Express Ticket

☐ \$140 2 days of CE w/ 2 round trip Jet Express Tickets

CE ATTENDANCE: ☐ 3 hours CE on 7/12/22

☐ 3 hours CE on 7/13/22

☐ Both days of CE

BOAT TICKETS ☐ Port Clinton ☐ No Ticket(s)

Name _____ License# _____

Company: _____ Phone# _____

Email _____

Method of Payment: ☐ Cash ☐ Check# _____ Invoice Me ☐ (Must be paid prior to 7/13/21)

Return to:

Firelands Association of REALTORS®
2710 Campbell Street | Sandusky, OH 44870
FAX: 419.625.3442 or e-mail: Leslie@faor.com



Island Education!

Upcoming Continued Education

Continuing Education Committee

A great big shout out to the 2022 Continuing Education Committee for all of their hard work in getting Continuing Education to you in person this year! They sent out a survey to see what types of CE and Designations our members were interested in. Of course the Core classes were requested and the Designation course has been chosen.

These are the upcoming CE dates that have scheduled classes:

May 26th—Cheryl Devore, US Bank | Instructor: Jonathan Duy 3hrs. Civil Rights

June 23rd—Mutual Title / Union Home Mortgage—location in Huron Co.!

July 12th & 13th CE at Put-in-Bay—2 Core Classes [REGISTER ONLINE NOW!](#)

August 25th—American Eagle Mortgage

September 29th—REALTOR Safety Month class—look for details!

October 27th—Erie Inspection

November— [TBD](#)

As we receive the class information and flyers they will be added to FAOR.com and on the Calendar so you can register for these classes online through the Connect Dashboard or your Member Portal!

Hope to see you at a class near you!

Continuing Education Committee 2022

Lisa Horman, Chairperson

Joy Berquist

Mary Boldman

Michael Campbell

Cheryl DeVore

Amy Northrop



Self Defense Class Offered



@ Firelands Board Office

Thursday: June 2, 2022

5:00pm – 7:00pm

Doors open @ 4:30pm

Sponsored by: RYUKYU KEMPO KARATE, MONCHU

Bellevue OH

Cost: \$50 per person

Please pre-register online / Pay Cash @ door

****WEAR COMFORTABLE CLOTHING THAT YOU DON'T MIND GETTING TORN**



Self Defense Class!

Firelands Association of REALTORS®

BOB STRAYER MEMORIAL GOLF OUTING



Tuesday, July 19, 2022

Woussickett Golf Course

6311 W Mason Rd, Sandusky, OH 44870

Shotgun start 9 am



Sponsorship Opportunities

Sponsorship needs to be turned in by July 5th

- ☐ **Hole Sponsor—\$125** | Name: _____
Course signage at hole | Company name listed in program | Can set up a tent at the hole
- ☐ **Putting Green Sponsor—\$200** | Name: _____
Signage at Putting Green | Company name listed in program | Can set up a tent at the hole
- ☐ **Golf Cart Sponsor—\$500** | Name: _____
Company Name listed on all Carts | Company name listed in program

Breakfast Sponsor—\$250 Dawn McNulty, First American Home Warranty

Lunch Sponsor—\$500 Ed Hartung, Hartung Title Agency

Dinner Sponsor—\$750 Leisa Crum, Croghan Colonial Bank

Bar Cart—\$500 Chris Palmer, Fidelity National Title

Driving Range—\$200 Nate Leto, Appraisal Service, Inc.

Tournament Sponsor—\$1000 Civista Bank



Hole Prizes!

Registration Form

Register by July 5th

Player 1 _____ Office _____

Player 2 _____ Office _____

Player 3 _____ Office _____

Player 4 _____ Office _____

☐ **Team—\$400** ☐ **Single Player—\$100**

Mulligans (\$20 for the Team) and Skins will be available for Purchase at the Tournament

All Proceeds go the FAOR Charitable Foundation,

Supporting our 5 Counties (Erie, Huron, Sandusky, Seneca & Ottawa)

FAOR Charitable Foundation is a 501 (c)(3) non profit organization

Donations are tax deductible

Join us for the 2022 RPAC Cruise!



RPAC "ISLAND CRUISE"

Join us on **Wednesday, August 17, 2022** for FAOR RPAC Island Cruise on a privately chartered Jet Express Ferry Boat. We will depart Port Clinton at **Noon** on the Jet Express Ferry located at **49 Jackson St. Port Clinton, OH.**

Our Jet Express cruise will take us on a tour around Lake Erie, and dock at Put-in-Bay on Middle Bass Island. Take this time to get to know and have discussions with your elected Officials/Legislators. Once at Put-in-Bay enjoy a **Legislative Reception at The Keys** when we will introduce the Ohio Legislators and elected local officials. Expected honored guests include, Senators Theresa Gavarone, Nathan Manning, Bill Reineke, and Representatives DJ Swearingen, Gayle Manning, Dick Stein, and Gary Click.

Departure from Put In Bay 4:30-5:00 PM, arrive Port Clinton, 5:00 to 5:30 PM.
(you may return on an earlier ferry if needed)

LIMITED SEATING: ONLY \$200.00 PER PERSON

Make your reservation today!

Email Leslie@faor.com or fill out the Registration below and return to the Board Office, **must be received no later than 8/12/22**



REGISTRATION



Name(s) _____

Office _____

Payment Method: ☐ Check # _____ | ☐ Bill My Account Amount Due \$ _____

Firelands Association of REALTORS® | 2710 Campbell Street, Sandusky, OH 44870
Leslie@faor.com | (419) 625-5787



VOTE ★ ACT ★ INVEST

WWW.REALTORACTIONCENTER.COM



Governor Appoints Home Inspector Board



Ohio Governor Mike DeWine reappoints Erie Inspection Service President, Todd Radloff, to the Ohio Home Inspector Board

- *Todd will continue to serve on the board based in Columbus to help create and uphold standards and ethics in the home inspection industry*
- *The reappointment is for a five-year term (extended to 2027)*

May 12th, 2022 – Today, Erie Inspection Service Inc.

announced that President, Todd Radloff, has accepted and completed the reappointment by Governor Mike DeWine as a member of the Ohio Home Inspector Board. Todd is one of five inspectors in the state on the Board and was first appointed in 2021. With this reappointment, his term is extended to 2027 (five-year term).

The [Ohio Home Inspector Board \(OHIB\)](#) was formed as part of Senate Bill 255 and was signed into law on January 4th, 2019. The board exists within the Division of Real Estate & Professional Licensing and seeks to regulate the licensure and performance of home inspectors. In addition to overseeing licensing, the board adopts rules relating to standards, ethics, training, and experience of home inspectors in the state.

Along with the formation of the Ohio Home Inspector Board, Senate Bill 225 required licenses for individuals wishing to perform home inspections in the state. Be-

fore this, there were no minimum standards for home inspectors in Ohio.

Company Statement:

“We are extremely proud and excited to see Todd recognized as a leader by Governor DeWine. Todd is honored to continue to serve the State of Ohio and will seek to improve the standards and quality of the industry.”

About Erie Inspection:

For more than 33 years, Erie Inspection Service has been educating and protecting home buyers during one of the biggest purchases of a lifetime. Founded in 1989, the company performs home and commercial inspections throughout Northern Ohio and Southeastern Michigan.

If you would like more information on this topic, please reach out to Flora Watson.



Message from Kelly's Propane

Dear Members:

We are reaching out to request a favor on behalf of the Ohio propane industry. Recently, there has been an increasing number of home buyers who believe they own the propane tank on the property. This is an honest assumption based on the fact the tank is there when they purchase the home. However, most tanks are "leased" and belong to the propane supplier.

State law prohibits a propane company from filling another

propane company's tank, therefore, a "bill of sale" is required when a customer does own their propane tank. Every tank has a serial number attached when manufactured and this number allows the sale/purchase of the tank to be recorded and tracked. As a result, this "bill of sale" is necessary for a customer to prove ownership. Additionally, home buyers should know to contact the propane supplier as they would their other utilities.

This allows us to begin the process of establishing the account into their name. We believe realtors are a valuable source of communication regarding this process. We appreciate in advance, the Board of Realtors, sharing this information with its members. Sincerely,
Kelly's Propane, Mansfield Ohio, 419.526.4271



Ohio REALTORS Tech Helpline now offers a mobile app

May 12, 2022

Tech frustrated? Help is now a finger-tap away. Your Ohio REALTORS Tech Helpline offers free and easy service to members who need help with their technology projects -- but the "easy" part just became easier thanks to a new app that allows members to connect with an advisor while on the road.

The app works only on mobile devices. iPhone and iPad users can find it in the App Store by searching for "Tech Helpline." It's also offered on Google Play. The app gives users three options: They can directly call a Tech Helpline analyst or

chat via the app. They also can choose to "open a case." The analyst who works on the case will then email them a response.

The app gives users three options: They can directly call a Tech Helpline analyst or chat via the app. They also can choose to "open a case." The analyst who works on the case will then email them a response.

The menu bar provides more information about the Tech Helpline and the services offered, including:

- About Tech Helpline
- What we support

- How can this be free?
- How we help you
- Account settings
- Share this app
- Sign out

*This content is copyright 2022 Ohio REALTORS. Read more at:
<https://www.ohiorealtors.org/blog/1640/ohio-realtors-tech-helpline-now-offers-a-mobile-app/>*



Ohio REALTORS Tech Support

Support your Affiliates!



Low Rates. Smart Options. Local Experts.

- Conventional Loans
- Jumbo Loans
- FHA, VA, USDA
- Physician Program
- Construction into Permanent Financing
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Look to the lending partner FAR's counted on since 1995

In this challenging market, make your offer the
winning one with a strong pre-approval from
The Todd Lillo Team

Conventional • RD/USDA • VA • FHA • Construction • Rehab



Union Home Mortgage Corp. | NMLS 2229 | nmlsconsumeraccess.org | 8241 Dow Cir, | Strongsville | OH | 44136



Todd Lillo

Loan Officer

NMLS 224237 | OH LO.005872.000 | MI 224237 | KY MC700848 | FL LO78429

19 Whittlesey Ave. | Norwalk | OH | 44857

O: (419) 668-9922 | C: 419-706-4585

todd@toddlillo.com | toddlillo.com



Support your Affiliates

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!



LaGrow Notary

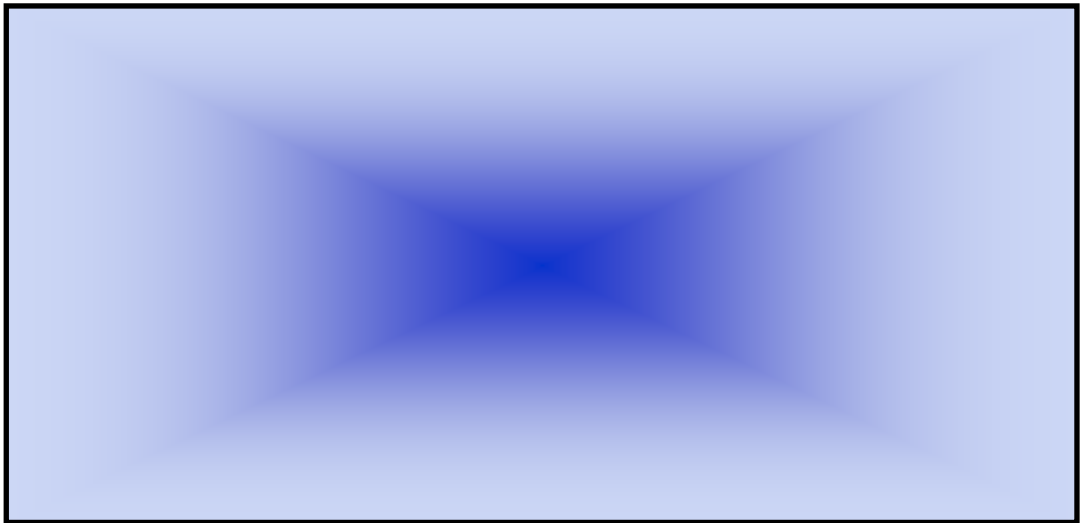


Andrea LaGrow

Notary Public | Notary Signing Agent

Based in Sandusky OH; Mobile Notary & Remote Online Notary;
Attention to Detail for Documents that Matter

<https://mycrd.is/lagrownotary> | <https://lagrownotary.com>



Dan Yanak

Agency Owner

Yanak Insurance Group

1406 E. Perkins Ave.
Sandusky, OH 44870
419.625.7353

1962 Kresge Dr.
Amherst, OH 44001
440.988.4461

127 W. Perry St.
Port Clinton, OH 43452
419.732.3624

422 E. McPherson Hwy.
Clyde, OH 43410
419.547.0506

dan@yanakgroup.com
Fax 419.625.6501

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

County Auditors:

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

Mold/Odor Mitigation/Disaster Clean up:

Erie Environmental – Jacob Cramer
(419) 734-3045 Port Clinton

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

Insurance Companies:

***Goosehead Insurance – Steve Pitzer
(419) 987-4299 Sandusky

Yanak Insurance – Dan Yanak
(419) 625-7353

Lenders:

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

American Eagle Mortgage Co. – Samantha Ramos
(419) 706-0011 Norwalk, OH

Lenders Continued:

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

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

Firelands Federal Credit Union – Angela Grimmer
(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

Marblehead Bank – Kyle Krupp
(419) 798-4471 Marblehead, OH

Motto Mortgage – Erica Ward
(419) 357-1575 Sandusky

Support your Affiliates!

2022 AFFILIATE MEMBERS

Lenders Continued:

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

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

****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

Wells Fargo Home Mortgage – Scott Kuhn
(610) 639-1566 Plymouth Meeting, PA

Your Home Financial - Rachel Clawson
(440) 552-3149

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

Notary Public Services:

LaGrow Notary – Andrea LaGrow
(419) 871-8115 Sandusky

Painting Services:

Hutchinson Painting – Melissa Barre
(419) 566-6964 Port Clinton

Title Companies:

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

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

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

Erie County Auditor Website Training



Erie County Auditor, Rick Jeffrey and Mark Wroblewski came to FAOR Board Office and held a class on the Newly updated Erie County Auditor Website on April 28th for our members.

Mark Wroblewski drilled down into how the new website works and the session was very informative.

We had a 2nd Class scheduled but due to low responses it was cancelled. Mark Wroblewski stated, "We are always available by phone, email and for walk-ins for any of your members who want help with the website or have any questions. We could also offer a WebEx webinar which would allow more of your members to consider attend-

ing no matter where they live or work."

Thank you Rick and Mark for your time and efforts to show the membership your new website!



CE with Erica Ward



April's Elective CE classes were taught by Erica Ward of Motto Mortgage.

Understanding Mortgage Basics (1 hr. CE credit) and then A Deep Dive Into the Differences Between: Conventional, FHA, USDA and VA Loans (1hr. CE credit).

The class was very well attended and very informative especially for the newer

agent who may not know much about the mortgage process.

Thank you Erica Ward for hosting a wonderful class for our members!



Continuing Education News!

To better serve our Members we have adopted a Membership Change form to be used whenever you have personal information to update that is not available to update on your Member Portal, and for Brokers to use for Agent Transfers (if transferring listings please include the MLS Listing Transfer form- **NEW**).


You can find both forms on Connect Dashboard in the Firelands Documents Module / Administrative Forms or on FAOR.com / Members / Forms / Administrative Forms.

Email the filled out Membership Change Forms to Leslie@faor.com

Multiple Listing Service
MLS

Helpful Hints

NEW FORMS: Membership Change Form



Membership Change Form

Complete Relevant Sections and Email to Leslie@faor.com

PERSONAL INFORMATION CHANGE

___ Name
___ Address
___ Email Address
___ Phone/Fax Number
___ Website

TRANSFER OFFICE/COMPANY

___ Moved to a New Company
___ Moved to a New Office

LISTING TRANSFER

___ Listing Transfer

SEVER

___ Membership
___ License/Licensee

PERSONAL INFORMATION

NAME: _____ M1/NRDS# _____ License# _____

HOME ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ CELL _____ HOME _____ OFFICE _____

EMAIL: _____ WEBSITE: _____

OFFICE OR COMPANY TRANSFER

PLEASE NOTE: BROKES MUST REPORT TRANSFERS/SEVERS WITHIN 24 HOURS OF NOTICE (\$50 FINE). COPY OF WALK-IN RECEIPTS FROM ODRE WILL ALLOW FOR FASTER TRANSFERS. \$50 AGENT TRANSFER FEE APPLIES.

OLD OFFICE: _____ EXIT DATE: _____

NEW OFFICE: _____ TRANSFER DATE: _____

NEW OFFICE ADDRESS: _____

CITY _____ STATE _____ ZIP _____

DO YOU HAVE ACTIVE LISTINGS? ☐ YES ☐ NO


(PLEASE NOTE: THE MLS LISTING TRANSFER FORM & Broker Authorization MUST BE COMPLETED AND SIGNED BY ALL PARTIES)

SIGNATURE: _____ (REQUIRED) DATE: _____

PRINT NAME: _____

FOR OFFICE USE ONLY:

MLS: _____ M1 (NRDS): _____ WEBSITE: _____ DATE: _____ OFFICE M1: _____



MLS Listing Transfer Form & Broker Authorization

Complete this form and Email with the Membership Change form to Leslie@faor.com

To whom it may concern:

I (previous Broker) _____ of (Office Name) _____

Hereby authorize Firelands Association of REALTORS/Firelands MLS to transfer the following listing(s):

Enter the MLS#(S) Only:

For (Agent) _____, to their new

Broker (Office/Company Name) _____

Previous Broker Name (Printed) _____

Previous Broker Signature _____

New Broker (Printed) _____

New Broker Signature _____

New Office Phone: _____ New Office Fax: _____

New Broker Email: _____ Effective Date of Transfer: _____

For Office use only:

Transfer date: _____

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 support@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!

REALTORS®:

Ryan Conkle
Jace Pennycuff
Craig Schabel
Leslie Buike

Berkshire Hathaway HomeServices Professional Realty—Sandusky
Polter Real Estate—Fremont
Realty Executives Select Group
Howard Hanna—Port Clinton

New MLS Office:

Noreen Marlowe
Mary Houston

Keller Williams Greater Cleveland Northeast
The Houston Group, LLC

New MLS Only:

Andrea Sarka
Jeffrey Brower
Cindi Riemenschneider

Keller William Citywide—Port Clinton
Keller Williams Greater Cleveland Northeast
Howard Hanna—Westlake

New Affiliates:

Melissa Barre

Hutchinson Painting—Sandusky



**Members who
have joined
between
4/20/22—
5/17/22**

FREE Benefit for our Board Members!



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**
(bankruptcies, liens, judgments)
-  **Verify current assets**
(properties and vehicles)

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

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






If you would like us to resend the invite to you, please contact the Board Office.



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.

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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!