

# LoCAR NEWSLETTER

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### LORAIN COUNTY ASSOCIATION OF REALTORS®

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## Spring General Membership Meeting

Thursday April 18th at 9:30 a.m.

The 2002 Spring General Membership Meeting is scheduled to take place on Thursday April 18th at the Spitzer Conference Center at Lorain County Community College

Registration starts at 9:30 a.m. and the meeting will begin at 10 a.m. There will be a continental breakfast.

There are several important issues on the agenda

that need your input!

Topics that will be presented, include:

- ◆ Motion to approve mandatory NAR by-law changes
- ◆ 25-year REALTOR® recognitions
- ◆ 2001 volunteer recognitions
- ◆ Executive Committee reports

- ◆ Committee reports
- ◆ Financial Report 2001
- ◆ 2002 Operating Budget

Please make plans to attend. We'd like to see you there!

## IS YOUR BIRTHSTONE DIAMOND? IF SO, YOU'LL BE CELEBRATING A BIRTHDAY THIS MONTH

### LICENSE RENEWAL DATE

2002 is the second year for staggered license renewals with the renewal date tied to the agent's birthday. In the initial year of 2001, nearly 5000 agents were suspended for failure to renew on a timely basis. It OAR's hope that by now we would begin see a significant decline in the number of suspensions. However, after seeing the ODRE's report covering the first two months of the year, this is not the case. More than 300 agents were suspended in January and more than 200 were suspended in February.

OAR plans to publish another item in the weekly e-mail message to members reminding them that they need to watch for their renewal notices in the mail and return them promptly to avoid suspension. The notices are being sent to their home addresses 60 days in advance of their birthdays. We will also remind them that they now have the option of going on-line and using a credit card to complete the renewal process (they will need the PIN number included with the renewal notice).

The system includes just 15,000 e-mail addresses and we have nearly 30,000 members. Please, double check your listing in LoCAR's website and make sure your e-mail address is

## Welcome new LoCAR Staff

Recently, if you've heard an unfamiliar voice over the phone or have come across an unfamiliar face while in the office make sure you introduce yourself and extend a friendly "hello" to our two new administrative assistants...Kathy Fischer and Tina Monda. We're fortunate to get two great additions to our staff.

Kathy has an extensive background in finance/payroll. Tina offers accounting, organizational and computer skills.

Together we're all working toward the same goal...to provide our members exceptional customer service with a professional and friendly attitude!

### CORRECTION:

James Coughlin is a new REALTOR® member associated with Preferred Properties Realty located in Rocky River.

## WELCOME NEW MEMBERS

### COMPLETED NEW MEMBER ORIENTATION

Carol Yurmanovich  
Ecker Real Estate Co.  
Melanie Wilt  
Sweda, Sweda & Assoc./GMAC  
Tracey Lehman  
Russell & Associates

### AFFILIATE MEMBERS

AmeriSpec Home Inspection Service  
Mike Musto  
Joe Spahr  
Johnson Home Inspection Service  
Darrell Johnson  
A-1 Home Inspection  
Ray Kershaw  
Wells Fargo Home Mortgage  
Martha Harris

## Notes from CALLME, Inc.

◆ Time change was April 7<sup>th</sup> – New hours for electronic lockboxes are 9 a. m. – 10 p.m. to obtain keys. Unless the lockbox is set for 24-hour access or the lockbox is preset for other hours.

◆ If the KIM system goes down, you may contact Supra at 1-800-842-8269 to obtain an update code.

◆ It has recently been brought to CALLME, Inc. attention that the new style keycard batteries are not lasting as long. Please re-

member to turn off your keycard by hitting the clear start button then the obtain key button when you are not using your keycard. To turn your keycard on, just hit the clear start button.

◆ Do not leave your keycard in your car overnight. The extreme cold and/or heat can affect the programming of your keycard.

◆ CALLME, Inc. cannot be responsible for your record keeping of your purchases and/or usage fee for year-

end tax purposes.

**PLEASE BE ADVISED:** If you purchase a keycard or lockbox from another agent, you need to fill out a change form! If you don't have one please call or visit your local shareholder board office (LoCAR). Change forms are also available at [www.callmeinc.cc](http://www.callmeinc.cc). Also note that there is a \$100 fine for using another agent's keypad.

## RPAC - Dream Protector

### WHAT IS RPAC?

Founded in 1969, the REALTORS® Political Action Committee was created to financially support those individuals seeking elective office who believe in the same governmental principles we do - our free enterprise system and capitalistic economy.

### HOW DOES RPAC WORK?

It is funded by donations from individual REALTORS® like you. RPAC contributes to thousands of candidates on the national, state and local levels each year. What these contributions do is let the candidates know that REALTORS® are politi-

cally involved and that they care about preserving private property rights. It also gives us access to them, because we've become part of their election effort.

### WHAT HAS RPAC DONE FOR ME?

RPAC's accomplishments are too numerous to list entirely, but here are a few:

- Passage for Capital Gain Tax Relief
- Passage of Commercial Broker

### Lien Law

- Defeated effort to eliminate FHA
- Passage of Mandatory seller disclosure law
- Defeat of a proposed statewide real estate transfer tax

# "YOU MAKE THE CALL..."

## INTERPRETATIONS OF THE CODE OF ETHICS CASE INTERPRETATIONS RELATED TO ARTICLE 11

Case #11-2: *Obligation to Disclose Assistance in Appraisal (Revised May, 1998)*

REALTOR A completed an appraisal of a large house for Client B and submitted an appraisal report. In connection with a mortgage loan application, the appraisal report came to the attention of three other REALTORS. One of the, REALTOR C, filed a complaint with the local Board of REALTORS, charging REALTOR A with violation of Article 11 of the Code of Ethics. The complaint stated that REALTOR A, while engaged in appraising Client B's property had called REALTOR C and asked for information concerning residential property values in the area where Client B's property was located; that REALTOR C had answered the questions; and that REALTOR A's appraisal report had failed to acknowledge this assistance provided by REALTOR C.

At the hearing, REALTOR A protested that REALTOR C was misreading Article 11, which is concerned en-

tirely with conditions that must be met when a REALTOR undertakes an appraisal that is outside the field of his experience. REALTOR A established the fact that he had many years of successful experience as an appraiser of residential property in the area; that he specialized in that category of appraisal; that he had called a number of REALTORS and officers of mortgage lending institutions to ask general questions about current residential values in the particular neighborhood in keeping with his usual practice; that he did not consider the courtesy of responding to general questions of this kind as constituting formal assistance in making an appraisal, or the kind of cooperation that is required to be identified as the "assistance of an authority" under the terms of Article 11.

### **WHAT WOULD YOU HAVE DECIDED?**

The Hearing Panel concluded that REALTOR A's defense was valid, and that his action did not violate Article 11.

(NOTE: ARTICLE CHOSEN AT RANDOM AND

## LoCAR Helps Fairway Manor Fire Victims

Over the past couple of weeks, LoCAR has collected and received funds from members to help the people that were left homeless in the Fairway Manor fire.

Among those affected was our very own Darlene LeMasters of Sweda, Sweda & Assoc./GMAC.

Funds that were received went directly to the American Red Cross specifically designated for the Fairway Manor fire victims.

Darlene has expressed her sincere and deep gratitude to all those who have helped. Many were left with nothing more than the clothes on their backs!

We, as an Association, should be proud of our empathy for those who have lost so much.

Thank you to all who donated.

## QUICK NOTE –

**NORMLS:** The monthly Q&A sessions held at LoCAR will now be conducted by Laura Graber. Heidi Ewing, who has been a great help in the past, now has the "east side" territory for NORMLS. Although she'll be greatly missed...we warmly welcome Laura!



## ***ACTION:***

*The Board of Directors took the following actions during the month of March*

- *Approved Co-Chairs Ross/DeSmit for 2002 RPAC Kickoff at General Membership Meeting.*
- *Approved funding for professional development scholarship.*
- *Selected new LoCAR logo*
- *Approved dues rate for 2002 – 2003.*
- *The Board of Directors also received an update from District 2 Vice-president, Joann Cooper concerning special task force OAR agency.*

## CEU CLASSES HELD AT ASSOCIATION OFFICE

Throughout the year, CEU classes ranging from 3 to 15 credits are offered. These classes are sponsored by the Lorain County Association of REALTORS'® Professional Development Committee in conjunction with OAR's Professional Development Group, Professional Real Estate Trainers and Technology experts.

### CEU CLASS SCHEDULE:

#### APRIL

**4/11: \*CANCELLED\***  
User-Friendly Buyer Brokerage  
(3 hours)

**4/25:** Core Law Credit: Agency &  
Advertising Issues (3 hours)

#### MAY

**5/11 & 5/18:** 10 Hour Post License  
(10 hours)

**5/16 & 5/17:** Valuation of Multi-  
Family, Condo & Residential  
(14 hours)

**5/23:** Core Law Credit-The Value  
of Risk Reduction Techniques  
(3 hours)

#### JUNE

**6/20:** AmeriDream-All the Ins and  
Outs (3 hours)

FOR  
ADDITIONAL  
INFORMATION  
LOG ONTO  
[www.locar.org](http://www.locar.org)

A schedule is available and registration can easily be done on line by logging onto [www.locar.org](http://www.locar.org) and viewing the Events/Education Calendar. Experienced and accredited instructors are ready to help you earn those valuable Continuing Education hours!

## ***Dues...Dues...When Are They Due?***

As a professional REALTOR® no one needs to tell you that it seems as if every time you turn around you're paying for one thing or another. And with everything you need in order to conduct your business to the best of your ability for your clients, it can become quite confusing as to when these things are due.

To help cut through the fog of dues and other licensing commitments, here's a brief list of important dates to keep in mind:

**National Association of REALTORS® (NAR)**

due January 1st every year

**Ohio Association of REALTORS® (OAR)**

due January 1st every year

**Lorain County Association of REALTORS® (LoCAR)**

due July 1st every year

**Northern Ohio Regional Multiple Listing Service (NORMLS)**

billed semi-annually (March & September) from NORMLS, new agents are prorated

**CALLME (key pads/lockboxes)**

billed from CALLME

**State License Renewal**

due by your birthday