



April 2020 Newsletter

Marietta Board of REALTORS®

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President Elect: David Chichester
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Directors:
One Year: Charlotte Keim
 Jessi Jones
Two Year: Karen Oakley
 Kathy Lough
Three Year: Melissa Schafer
 Lisa Taylor
State: Traci Strahler-Chichester
Board Staff: Barbara Ward
 Executive Officer

Business Hours for the Board Office:

Monday thru Friday 9:00 to 3:00

Phone: 740-373-8194

324 4th St, Marietta, OH 45750

Home Sellers Staying Firm on Asking Prices

Nearly 75% of REALTORS® report that their sellers have not lowered listing prices to attract buyers during this time, according to a new survey conducted April 19-20 by the National Association of REALTORS®. This suggests home sellers are avoiding “panic selling” during the COVID-19 pandemic, the survey notes.

“Consumers are mostly abiding by stay-in-shelter directives, and it appears the current decline in buyer and seller activity is only temporary, with a majority ready to hit the market in a couple of months,” says NAR Chief Economist Lawrence Yun. “The housing market faced an inventory shortage before the pandemic. Given that there are even fewer new listings during the pandemic, the home sellers are taking a calm approach and appear unwilling to lower prices to attract buyers during the temporary disruptions to the economy.”

Sales are still happening. A survey released last week from NAR showed a quarter of REALTORS® reporting that their clients had put contracts on homes without physically seeing the property.

More than a quarter of REALTORS®—or 27%—report that they are able to complete nearly all aspects of transactions while respecting social distancing. The most common technology tools that REALTORS® report using to connect with clients during this time are e-signatures, social media, messaging apps, and virtual tours.

Source:

[National Association of REALTORS®](https://www.nar.realtor/)



Superintendent Petit provides PSI update and reopen

April 24, 2020

See full article at <https://www.ohiorealtors.org/blog/1299/superintendent-petit-provides-psi-update-and-reopen/>

Test Centers Openings:

PSI plans to reopen Owned and Operated test centers in the United States on May 1, 2020 based on jurisdictional analysis to determine each state's allowance and/or restrictions for operating. Ohio sites are planned for reopening on May 1st.

Sites will reopen meeting social distancing standards, at reduced capacity to allow for candidate spacing. **Please note that scheduling options may be limited as a result.** PSI will evaluate demand daily to plan for extra hours as needed.

All health and safety requirements have already been implemented. All test center closures can be found here. Please be aware that the reopen dates listed are tentative. PSI is in contact with all sites and will update these dates as needed.

Reminder-Face Masks and Gloves:

If a candidate chooses to wear a face mask and/or gloves, the candidate will be required to bring those items with them to the test center. **NOTE:** Candidates will be required to comply with specific state, city and county requirements as it relates to the use of face masks. Also, there are 3rd party sites that are requiring the use of face masks and the candidates may be turned away if they are not in compliance.

Face masks will need to be removed during check-in process to verify identity of the candidate, take their photo and to allow the Test Center Administrator to ensure there is no writing or hidden materials in or on them.

Candidates are responsible for disposing of used face masks and gloves securely outside of the test center.

Please reach out directly to PSI with questions. PSI will be reaching out to reschedule those candidates who were previously scheduled and could not test due to the Stay Home Order.

This content is copyright 2020 Ohio REALTORS. Read more at:
<https://www.ohiorealtors.org/blog/1299/superintendent-petit-provides-psi-update-and-reopen/>



Welcome New Members:

Pamela Ruble, Realtor Century 21
Marian Duvall, Exit Riverbend Realty



April

9th Stevi Heslop
14th Shannon Pettit
30th Tim Hollowell

May

5th Tony Burdett
5th Reatha Becker
12th Sheri Gage
13th Shannon Robinson
20th Jennifer Kampmeier
29th Diana Antill

Marietta Board of Realtors

May 2020

1st – Office Closed – Barbara’s Vacation day
4th – Office Closed – Barbara’s Vacation day
20th – Q2 Brokers Meeting (9:30 am at the Board Office)
25th – Office Closed (Memorial Day)

Ohio REALTOR Meetings

May 2020

1st President’s Sales Club (PSC) Application available
15th Minutes from Spring/Legislative Conference available
11-16th NAR Midyear Legislative Meetings & Expo (Washington, DC)
25th Office Closed (Memorial Day)
28-29th Mediation/Ombudsman Training (Ohio REALTORS Office-Columbus)

It is easy to Sign up for Call to Action Notifications.

Sign up for REALTOR Party Mobile Alerts by texting the word REALTORS to 30644. When a nation or state legislative call for action is launched, subscribers get a short text message containing information to take action.



Ohio REALTORS and The CE Shop have teamed up to provide you with FREE online CE. Ohio REALTORS will have complimentary access to the following online CE programs through **April 30, 2020** (limited availability).

Personal Safety

Attacks on real estate professionals have made headlines at an alarmingly more frequent rate in recent years. While the newsprint is still wet (and the internet still on fire) with these shocking stories, everyone vows to do better, and the topic of safety is pushed to the front of training schedules—but then complacency soon sets in once again. That is something criminals count on.

This course reviews studies and statistics that are somewhat unique to the real estate profession, and the methods and practices that best promote personal safety.

To access at no charge through April 30, 2020 enter promo code ‘SUPPORTU’ at check out

Affordable Housing: Solutions for Homes and Financing

Affordable housing, or lack thereof, has been a discussion topic in the media, advocacy groups, and the political arena for years, and lately the chatter has become louder and more urgent. How bad is it? According to the leader of one housing coalition, “It’s not a housing crisis. It’s a housing catastrophe.” In this course, we’ll explore the impact that a lack of affordable housing has on individuals, families, and the real estate industry.

We’ll explore largely untapped solutions to locate housing and secure financing, even for low-income borrowers with less-than-stellar credit and little to no down payment. And in three “Bringing it Home” lessons, we’ll show how real estate professionals can become part of the solution for their clients and their communities.

To access at no charge through April 30, 2020 enter promo code ‘SUPPORTU’ at check out

Complying with the Canon: Ohio Real Estate Licensee Ethics

The course explores a licensee’s ethical responsibilities to the public and the real estate industry. This includes specific rules and rulings provided by state statutes and administrative bodies as well as practical suggestions for maintaining compliance. The course closes with a section on the ethical duties to fellow licensees promoting mutual respect and professionalism for all Ohio professionals. This course meets the Ohio Core requirement for 3 hours of Ethics and meets the NAR REALTORS® Code of Ethics Training Requirement.

To access the Complying with the Canon: Ohio Real Estate Licensee Ethics program at no charge enter promo code ‘OREthics’ at check out. Complimentary access to this course is limited.



Affiliate Members

American Homeland Title, John Yonas	9656 Cincinnati Columbus Rd	513 863-9100
Ashley James Appraisals – Lisa Lee	P.O. Box448, Marietta	740-373-0116
Blake Inspections- Shannon Pettit	814 Leonard Ave, Belpre	304-588-5911
Brady’s Pest Control – Brady Binegar	39595 SR 7, Newport	740-885-0473
Burnett Appraisal – Nancy Burnett	145 Seneca Dr. Marietta	740-374-8504
Concorde Mortgage – Kyle Cochran	536 Main St, Zanesville	740-454-8876
Farm Credit/Rural 1 st – Amanda Windon-Faulk	2368 Blizzard Ln, Albany	740-331-7605
First Ohio Home Finance – Angie Bradley	1216 Woodlawn Ave, Cambridge	740-421-4808
Huntington Bank – Barb Close	226 Third St, Marietta	741-373-2886
J.A. Construction – Jim Arnold	510 Gunclub Rd., Lowell	740-896-3079
Joy Exterminators – Maxine Joy	P.O. Box 42, Newport	740-374-7193
Law office of Ryan Smith	204 Front St, Marietta	740-401-9529
Liberty Home Ins. – Mark Hesson	14265 Crooked Tree Rd, Lowell	740-434-7166
Long Appraisals – Shawn Long	P.O. Box 1146 Cambridge	740-439-3830
Malone’s Home Insp. – Gary Malone	134 Kittle St., Williamstown	304-580-1495
McCarthy Appraisal – Ty Davis	318 Second St. Marietta	740-373-2324
Movement Mortgage – Mark Heitman	510 Grand Central Ave, Vienna	304-481-9268
Peoples Bank – Jody Steins	138 Putnam St, Marietta	740-373-3155
Prime Lending – David Houser	1100 9 th St, Unit H, Vienna	304-699-3004
Settlers Bank – Donn Schafer	115 Third St, Marietta	740-373-9200
Sweeney Appraisals – Mat Sweeney	521 Richland Ave, Athens	740-593-5111
Sycamore Home Inspections-Tom Woomer		740-274-6641
Title First – Janet Kinard	1100 9 th St, Suite C, Vienna	304-834-3969
WesBanco Inc. – Pam Bayer	200 Second St, Marietta	740-373-0237

Attention Brokers & Agents

Please notify the Board Office immediately of any changes in membership such as inactive status, name change, address, phone number, email address or change to a different brokerage. There are steps that need to be taken and updates to the National data base to keep membership data up to date for NAR, OAR and Marietta Board of Realtors. The Brokers will need to send a Change of Roster form to YES MLS.

Agents, if you have a change of home address or name change you need to contact the Ohio Division of Real Estate. If you have any questions or concerns, please call 740-373-8194 or email mariettarealtors@sbcglobal.net I will be happy to help.

