



# Newsletter

## December 2020



Dear Marietta Board of Realtors,

Goodness, my two year term as your President has flown by!!! I want to say I am very proud of all that we have accomplished in my tenure. I congratulate all of the directors, committee members, officers, and of course our fabulous AE's, Barbara and Carrie!! They do so much to keep us organized and informed-they are priceless!!

As a small board, we are constantly challenged to adhere to all of the guidelines set forth by both the National and State Associations to fulfill educational, community, and monetary requirements annually. I applaud our board that continues to reach these goals each year!!! We have complied with our Core Standards requirements since their implementation and that is one HUGE accomplishment for a board our size!!!

Our efforts in support of the Boys and Girls Club, The Community Food Pantries, community involvement with The Marietta Main Street Tree Walk, Christmas Parade, Water Station for the half marathon, The Drug disposal bag distribution, and many other efforts have given our board and members who participated a great sense of community, philanthropy, and just some good old comradery and fellowship outside of our work relationships.

With that said, I want to ENCOURAGE ALL members to become more involved with our board and find out what all we do and can achieve for the good of our town and our profession!!! Please volunteer to be on a committee, be a board member, just anything you can to support the efforts of the board!! Board meetings and luncheons are such a great opportunity to learn the workings of our organization and that knowledge is needed to be known by all in our board.

Dave is ready to take on the President role and I know he will do a great job!! He has a solid cast of officers and directors on board also that will be a great support system!! Help them out and get involved!! We have had many new members come aboard over the last couple of years, and I encourage all of you to step up, get involved and have some fun with it too!! It is a wonderful way to get to know your counterparts in the business and for the relationships that certainly carry on throughout your career and working relationships!!

As I close, I want to wish each and every one of you and your families a very Blessed, happy Holiday Season and a Very Happy and Prosperous New Year!! Please stay healthy and happy!

Many Thanks,  
Kerry





## NEW MEMBER ALERT

### December

We are always accepting new members!

5<sup>th</sup> Janet Slisher  
6<sup>th</sup> Andrea Swaney  
8<sup>th</sup> Dwight Ullman  
16<sup>th</sup> Justin Arthur  
17<sup>th</sup> Matthew Fitzgerald  
19<sup>th</sup> Jamiann Voshel  
20<sup>th</sup> Ted Gaston  
29<sup>th</sup> Penny Ward

Congratulations to our 2020 RPAC Pin recipients!

Charlotte Keim – Capital Club

Traci Strahler-Chichester – Diamond Club

### Ohio REALTORS® and NAR RPAC Recognition Programs

RPAC has long subscribed to the belief that those members who make sizable RPAC contributions deserve special recognition for their efforts. The individual RPAC Awards program is designed to provide that recognition.

The criteria for the Ohio REALTORS® Awards programs are described as follows:

#### AWARD PINS

Ohio REALTORS® Diamond, Ohio and Capitol Club Awards pins are presented annually and will be distributed to the boards after that year's RPAC campaign has ended.



#### Ohio REALTORS® DIAMOND CLUB

A contribution  
of \$500-\$999  
in a year

#### Ohio REALTORS® OHIO CLUB

A contribution  
of \$200-\$499  
in a year

#### Ohio REALTORS® CAPITOL CLUB

A contribution  
of \$100-\$199  
in a year

### Upcoming Events:

#### December

9 – Board Meeting 9:30am  
24 – Christmas Eve  
25 – Christmas Day (Board Office Closed)  
31 – New Year's Eve

#### January

1 – New Year's Day (Board Office Closed)  
13 – Board Meeting 9:30am  
Member Luncheon 12:00 at Marietta Country Club (cost is \$15)  
15 – 2021 Dues Deadline



The Winter Accessory Drive was a success! We surpassed the goal and collected a total of 150 items, which were donated to the Boys and Girls Club on December 2. Thank you to all who donated!!



Marietta Main Street  
2020 Holiday Tree Walk

Marietta Board of  
REALTORS adopted a tree  
as part of Marietta Main  
Street's Holiday Tree Walk.

Trees will be on display for  
the entire month of  
December around the gazebo  
in East Muskingum Park.

Grab a coffee or hot cocoa  
and check them out one  
evening when they are all lit  
up!

For more information:  
<https://www.mariettamainstreet.org/blog/2020/12/7/guide-to-main-streets-holiday-tree-walk>





## 2021 NAR Meetings and Events

### **2021 REALTOR® Party Training Conference & FPC Training**

Dates: January 11-13

Location: Virtual

### **NAR Policy Forum**

Date: February 4, 2021

Location: Virtual

### **2021 RPAC President's Circle Conference**

Dates: April 14-17, 2021

Location: Maui, Hawaii

### **Association Executives Institute**

Dates: March 19-22

Location: Houston, TX

### **REALTORS® Legislative Meetings**

Dates: May 10-15

Location: Washington, D.C.

### **REALTORS® Trade Expo**

Dates: May 12-13

Location: Washington, D.C.

### **Government Affairs Directors (GAD) Institute**

Dates: July 20-22

Location: Denver, CO

### **Leadership Summit**

Dates: August 23-24

Location: Chicago, IL

### **Annual Governance Meetings**

Dates: November 10-15

Location: San Diego, CA

### **REALTORS® Conference & Expo**

Dates: November 12-15

Location: San Diego, CA

<https://www.nar.realtor/events/nar-meetings-by-year>

## 2021 Ohio REALTORS Meetings

### **Winter Conference**

Jan. 25-26 – virtual

<https://www.ohiorealtors.org/convention/registration/>

### **2021 REALTOR Party Committee Kickoff**

Virtual Meeting

Tuesday, Jan 19, 10-11:30 am

### **2021 Ohio REALTOR Party Training**

Feb. 10-Feb. 11, 9-Noon

### **RPAC Bourbon Tasting**

Jan 27, 7-8:30 pm

### **Broker Summit**

March 9

### **Spring Legislative Day**

April 27, Columbus

### **Annual Convention & Expo**

Sept. 27-29, Columbus Hilton at Easton

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Read more at: <https://www.ohiorealtors.org/ohio-realtor-meeting-dates/>



## Affiliate Members

American Homeland Title - John Yonas	9656 Cincinnati Columbus Rd	513-863-9100
Ashley James Appraisals – Leesa Lee	P.O. Box 448, Marietta	740-373-0116
Athena Appraisals – Danette Miller	4856 Vore Ridge Rd, Athens, OH	740-529-1234
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
Farm Credit/Rural 1 <sup>st</sup> – Amanda Windon-Faulk	2368 Blizzard Lane, 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	740-525-9160
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 Insurance – 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 Inspection – 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 – Jodie Stines	138 Putnam St, Marietta	740-374-6179
Prime Lending – David Houser	1100 9 <sup>th</sup> 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 Inspection, LLC – Tom Woomer	1818 S.R. 550, Marietta	740-274-6641
Title First – Janet Kinard	1100 9 <sup>th</sup> St, Suite C, Vienna	304-834-3969
WesBanco Inc. – Pam Bayer	200 Second St, Marietta	740-373-0237

## Officers and Directors 2020

### Officers

President: Kerry Westermeyer  
 President Elect: David Chichester  
 Treasurer: Alison Donahue  
 Past President: Traci Strahler-Chichester

### 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: Carrie Hale  
 Executive Officer

Business Hours for the Board Office:  
 Monday thru Friday 8:30 to 2:30  
 Phone: 740-373-8194  
 324 4<sup>th</sup> Street, Suite 200  
 Marietta, OH 45750





# Special Report From the November 13, 2020 Board of Directors Meeting

November 13, 2020

## Directors Take Strong Action to Curb Hate Speech

The National Association of REALTORS® Board of Directors took historic action today to strengthen REALTORS®' commitment to fair housing. Directors approved recommendations to:

- Extend the application of Article 10 of the [Code of Ethics](#) through the addition of a new Standard of Practice prohibiting the use of harassing speech, hate speech, epithets, or slurs against the protected classes.
- Amend professional standards policy, expanding the applicability of the Code of Ethics to all of a REALTOR®'s activities.
- Add guidance to the [Code of Ethics and Arbitration Manual](#) to help professional standards hearing panels apply the new Standard of Practice.
- Revise the NAR Bylaws, expanding the definition of "public trust" to include all discrimination against the protected classes under Article 10 along with all fraud.
- Continue the requirement for associations to share with the state real estate licensing authority final ethics decisions holding REALTORS® in violation of the Code of Ethics in instances involving real estate-related activities and transactions where there is reason to believe the public trust may have been violated.

The recommendations came from the Professional Standards Committee but were also formally supported by the Diversity, Fair Housing Policy, Professional Development, and Membership Policy and Board Jurisdiction committees before going before the Board of Directors. NAR has produced training and resource materials to assist leaders with understanding and implementing the changes and will be rolling those out in the coming weeks.



The changes are effective immediately; however, they are not retroactive to speech or conduct that occurred before the effective date.

[Learn more about the professional standards changes.](#)

## New MLS Rules

Directors also approved a series of recommendations aimed at bringing more consistent standards to REALTOR®-owned MLSs across the country. Among other things, the rules require participants to correct inaccuracies in their MLS listings, and require MLSs to put processes in place to flag potential fair housing violations and notify brokers so the language can be corrected. The new rules go into effect Jan. 1, 2021, and the local implementation deadline is March 1, 2021.

[Read REALTOR® Magazine's story on the MLS policy changes.](#)

## Core Standards Changes

Directors approved five amendments to the association Core Standards requirements to:

- Acknowledge that associations may meet the existing advocacy and consumer outreach requirements through activities that demonstrate a commitment to diversity, equity and inclusion, and fair housing.
- Require that association strategic plans include a diversity, equity and inclusion, and a fair housing component.
- Require associations to annually certify that they have conducted or promoted a diversity, equity and inclusion, and fair housing activity with options that take into consideration association membership size and diversity.
- Require that leadership development education/training for association volunteer leadership include a commitment to greater diversity, equity, and inclusion; increase leadership education and awareness of the Core Standards; and ensure greater understanding of staff and volunteer leadership roles and responsibilities.
- Require associations to have the ability to interact with members in a remote work environment via a virtual meeting platform.



## Federal Policy Issues

In other actions, the directors

- Approved a policy recommending a new leadership structure for the Federal Housing Finance Agency, consisting of a bipartisan, five-person panel with panel members appointed by the president and confirmed by the Senate.
- Approved tax relief policies that would:
  - Bring relief for homeowners who are discouraged from selling their home because of the tax burden that would result from the current capital gains tax rules. The current rules exacerbate housing inventory shortages and force people to stay in a home even when it no longer meets their needs.
  - Lower the barriers to the creation of more residential For Sale inventory. Examples of such incentives: tax credits for converting commercial properties to residential units and tax credits for training or hiring residential construction workers.
- Approved a number of changes to NAR's land use, property rights, and environment policy positions, including streamlining and modernizing language on global climate change to emphasize the risk to real estate and sustainability.

## Vetting Officer Candidates

Directors approved a recommendation to establish a process for conducting a social media audit as part of the process of reviewing Potential Candidates for NAR office.

## Treasurer's Reports

NAR Treasurer John Flor reported that membership in the association has hit an all-time high, surpassing the previous record set in 2007, and projected 1,424,000 paid members by the end of 2020. While non-dues revenue is off projections by about \$10 million, it is more than made up by cost savings achieved through a hiring freeze, reduced travel as a result of the pandemic,



and other measures. Flor also reported that the association has provided \$25.5 million in programming to members through the [Right Tools, Right Now](#) program.

Directors approved an action item requiring NAR's Advocacy team to have about \$6.5 million in reserves set aside. This is in addition to association's required operating reserves, which are set at a minimum of 50% of the operating budget and targeted at 70% of the budget.

## **Governance PAG Report**

Sharon Millett, chair of the [Governance Game Changer Presidential Advisory Group](#), gave directors a status report on her group's work. The group was appointed in 2018 with a three-year charge of looking at the governance structure and policies of NAR. Millett, who served as NAR president in 1999, said the PAG will bring structural change recommendations forward in 2021.

## **REALTORS® Honored**

At the meeting, NAR Directors honored 2020 Distinguished Service Award winners [Diana Bull](#) of Santa Barbara, Calif., and [Michael Ford](#) of West Memphis, Ark.





## NAR Announces Innovative Simulation Training to Tackle Discrimination in Real Estate

**New interactive training simulation helps agents identify, confront discrimination in homebuying**

November 19, 2020

Media Contact: Wesley Shaw 202-383-1193

 Fair Housing

CHICAGO (November 19, 2020) – The National Association of Realtors® today announced the release of a new interactive training platform designed to help combat discrimination in America's real estate market – made available at no cost to real estate professionals throughout the country. [Fairhaven](#) is an immersive simulation where agents work against the clock to close four deals, confronting various scenarios where discrimination enters into the transaction.

The training, which also provides customized feedback to help real estate professionals incorporate fair housing principles in their daily interactions, will be offered directly to NAR members and to brokerage firms and Realtor® associations. It was produced in partnership with global professional services firm Ernst and Young.

"We are excited to announce the release of Fairhaven today, a new approach to fair housing training that is unlike anything currently available in the real estate industry," said Charlie Oppler, the CEO of Prominent Properties Sotheby's International Realty who was installed as NAR's 2021 president this week. "Fairhaven uses the immersive power



of storytelling to deliver powerful lessons that will help promote equity in our nation's housing market. NAR will continue our work to create innovative anti-discrimination training and to champion efforts that encourage diversity, fight racial bias and build more inclusive communities."

In the fictional town of Fairhaven, agents must choose how to respond to various scenarios involving discrimination in real estate. They advance through the simulation based on their answers and receive feedback on their performance. In an innovative approach, the course also places agents in the role of a client experiencing discrimination. The client point-of-view scenarios are paired with powerful testimonials illustrating the impact of housing discrimination in real people's lives.

[Fairhaven.realtor](#) comes as part of [NAR's ACT! Initiative](#), the association's fair housing action plan that emphasizes Accountability, Culture Change and Training to promote equal opportunity in real estate. In addition to training, the ACT! plan introduces self-testing and other mechanisms for holding real estate professionals accountable for discrimination.

As industry leaders in support of fair housing initiatives, NAR will make the resource available to all NAR members, industry partners and other real estate professionals directly via an online portal, found at [Fairhaven.realtor](#). NAR will also offer Fairhaven as a software package for brokerage and association learning management systems.

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

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# OHIO REALTORS®

## WINTER CONFERENCE

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**It's Virtual | Jan. 25-26 | \$45**

**HIGHLIGHTS:**

- Legislative Lift-off (1 hr. CE)
- LGBTQ Consumers and Homeownership by Alex Cruz (1 hr. CE)
- Richard Rothstein, author of ***The Color of Law***
- Economic Forecast with Lawrence Yun
- Legal Issues Presentation (1.5 hr. CE)
- Sam Quinones, journalist and author of ***Dreamland***
- Inaugural Ceremony of the 2021 Leadership Team
- RPAC EVENT: BOURBON TASTING | Jan. 27 | Separate Registration coming soon





The annual summit, hosted by Ohio Attorney General Dave Yost, is January 14<sup>th</sup>, 2021 from 8:45 a.m.-4 p.m. and is an all-virtual event.

The summit provides education and resources for combating and ending human trafficking. The summit brings together survivors, social workers and victim advocates, police officers, lawyers, prosecutors, judges, and other community stakeholders to learn how different areas of the state are succeeding in the fight against trafficking. The summit serves to inspire and motivate participants to actively help fill regional gaps in services.

This year's agenda includes a welcome message from AG Yost, a presentation from the Renee Jones Empowerment Center, and 15 workshop options with valuable information and resources. Those options include:

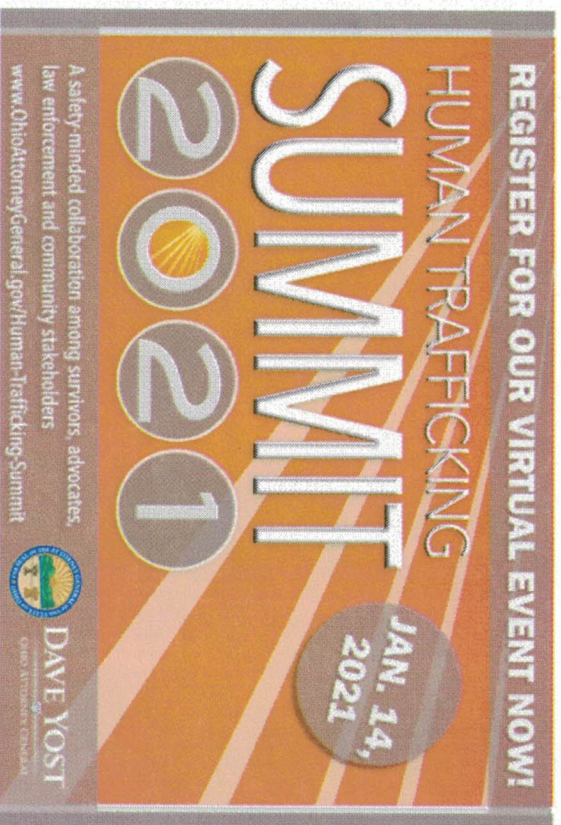
- The Illicit Massage Industry: A Quick Look at the Chinese Supply Chain
- First Responses to Human Trafficking
- When Parents Are Pimps
- Considering a Dedicated Docket for Juvenile Human Trafficking? The Triumphant and Turbulent Tale of One Ohio Court's Response
- Lessons from Statewide Partnerships To Improve Outcomes for Children and Youth Victim Services

Registration is just \$10. Register now and learn more [on this page](#).

Ohio REALTORS has been a proud partner with the Ohio Attorney General's anti-Human Trafficking taskforce since 2019.

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**Register Now for The Ohio Attorney General's 2021 Human Trafficking Summit**

Dec 4, 2020

Ohio REALTORS is a proud sponsor of The Ohio Attorney General's 2021 Human Trafficking Summit.