



April 20, 2010

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~ **Only Ten Days Until the Deadline for Your Buyers to Benefit from the Home Buyer Tax Credit**

Help Your Buyers Understand the Home Buyer Tax Credit with a Handy Information Sheet. Don't let them miss the April 30 deadline.



As the **April 30** deadline approaches, the **Home Buyer Tax Credit** still leaves many REALTORS® at a loss when questioned on the topic.

The Cincinnati Area Board of REALTORS® has compiled a helpful sheet of general information that you can provide to your clients to answer some of their questions. As always, you should encourage your clients to obtain detailed information from a tax or IRS professional, when their questions go beyond the general information provided. And, you can give them further assistance by providing them with information on how to get their answers directly from the IRS.

[✓ Click here for the CABR help sheet.](#)

[✓ Click here for Q&A from the IRS website.](#)

~ **CCIM, Accelerate Your Rise to Success in Commercial Real Estate: April 26, 27, 28, 29, 30**



First Day Check-in: 7:30 - 8:30 a.m.
Class: 8:30 a.m. - 5:30 p.m. each day

Learn to make sound commercial investment real estate decisions through the financial analysis concepts and skills taught in this course. During class, you'll work to apply the concepts discussed to your day-to-day activities. Your increased knowledge and professional approach will ensure increased earnings.

After this course, you will be able to:

- Estimate the value of a property using sales comparison approach, direct capitalization, and discounted cash flow analysis.
- Measure before and after tax investment performance of a property using a variety of measures: gross rent multiplier, cash on cash, capitalization rate, internal rate of return, net present value, and capital accumulation.
- Understand the components and structure of commercial real estate loans.
- Use the basic cash flow model to compare commercial real estate investments to other types of investments.
- Apply commercial real estate investment fundamentals and tax regulations to real-world applications.

CE credit—Click on details link below for CE credit hours and types

Fee: \$1,395.00 CABR members

Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here for details and to register.](#)

~ **Creative Ways to Search for Comparable Sales: Tuesday, April 20, 9 – 11 a.m.**



Searching With the Stars... or at least a few senior appraisers. Finding the best comparables is a challenge all agents and appraisers face. Join senior appraisers Paul Wesselkamper, Guy Wesselkamper, and Steve Papin as they provide a brief history of MLS codes and share ideas on how to best use MLS to search for comparable sales. Learn about advanced search options that use mapping tools to identify priority areas, and the concept of searching for competitive properties when the pool of comparable properties is shallow.

The course will include examples by the instructors, followed by an opportunity to search together. The instructors will share ideas and run searches based on your sample properties. There will be ample time for class participation with open discussion.

Questions – contact Annette Chmiel at 513-842-3011 or achmiel@cabr.org

2 hours CE credit—Ohio elective credit; Ohio and Kentucky appraisal credit

Fee: \$20

Instructors: Paul Wesselkamper, Guy Wesselkamper & Steve Papin

Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

~ **This Month in NAR's "Right Tools, Right Now" Program, Get FREE Fair Housing Publications**



Understanding practical application of the **Fair Housing Act** will help ensure you do not inadvertently violate the Act. Remember, courts have determined that a violation may be proven even if there was no intent to discriminate, as long as there is evidence of a discriminatory effect. Learn more about fair housing regulations and housing discrimination issues with FREE publications from NAR.



Fair Housing Rental: Pocket Guide

This pocket guide is a must for anyone involved with management or leasing of real estate. Informative guide for those involved with management or leasing of real estate, that covers fair housing laws, the responsibilities of real estate professionals and checklists to ensure proper procedures.

[✓ Click here to order your FREE copy.](#)

~ **FREE REALTOR® Safety Webinar: Safe Selling in the Most Dangerous Season: Thurs., May 6**



Join NAR Thursday, May 6 at 11 a.m. Eastern for the next REALTOR® Safety webinar 'Safe Selling in the Most Dangerous Season.' In this one hour session, you'll get tips to share with clients on how to avoid common summertime crimes and reduce exposure - plus general tips to increase your awareness to help keep you safe.

NAR recognizes REALTORS® face more on-the-job risks than many other business professionals and is pleased to offer these Webinars to you for free, thanks to the Real Tools, Right Now initiative that has been extended through 2010. It is our hope we can help increase your knowledge, safety awareness and to empower you to make smart decisions through these Webinars and other safety-related materials that are available online at www.REALTOR.org/Safety.

[✓ Click here to register.](#)

~ **At Home With Diversity: Thursday, April 22, 9:00 a.m. -4:00 p.m.**



Do you want to connect with home buyers and sellers to earn more business? Knowing how to transact business in culturally competent ways can make the difference. Learn about do's and don'ts, fair housing, and other topics that will help you maximize your earning potential. You'll be able to apply what you learn to a business plan that you can use after you complete the in-person or online course.

As the 2000 U.S. Census has reported, America is more culturally diverse than at any other time in the nation's history. This diversity is now considered to be one of the country's greatest assets. It is not only affecting the way we view the world, it is affecting the economy of the world. So, meeting the needs of America's diverse consumer groups has become a pragmatic strategy for business of all kinds.

In this diverse marketplace, expanding home ownership must be about opening new doors - new doors to profitability for REALTORS® and new doors to minority citizens and immigrants who want to own their own homes. Multicultural outreach is good for minorities hoping to own their first home. The initiative offers extraordinary benefits to REALTORS® by substantially increasing their market share in this relatively untapped market.

Increase your sensitivity and adaptability to future market trends! At Home With Diversity is a 6-hour educational experience designed to present a picture of the changing face of the real estate industry.

After passing the final exam, students receive NAR's AHWD Certificate.

6 hours CE credit—including 3 hours civil rights

Fee: \$30 CABR members; \$40 non members

Instructor: Sheila Bell, ABR, CRB, CRS, e-PRO, GRI

Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

~ **Get to Know Mt. Washington: Thursday, May 6, 11 a.m. – 1 p.m.**



Did you know that Mt. Washington was once part of the vast Virginia Military District and that Mt. Washington has existed since 1790?

The City of Cincinnati Neighborhood Enhancement Program is now working with the neighborhood of Mt. Washington on the city's eastside.

The Cincinnati Area Board of REALTORS® is participating as a partner in the Neighborhood Enhancement Program by offering educational opportunities for REALTORS® to learn more about city neighborhoods.

Held at Mt. Washington Recreation Center

1715 Beacon Street

Cincinnati, OH 45230

Fee: \$10 including lunch

The program will feature speakers who represent the community of Mt. Washington. Representatives will discuss:

- ▶ Mt. Washington business community
- ▶ History of Mt. Washington
- ▶ Mt. Washington housing stock and real estate
- ▶ Cincinnati Police Department – District Two report
- ▶ Schools in Mt. Washington

If you sell in Mt. Washington or the surrounding areas and you want to learn more about the Neighborhood Enhancement Programs 90-day focused strategy addressing neighborhood quality of life issues in Mt. Washington, this is your opportunity.

If you have questions please contact Annette Chmiel, Cincinnati Area Board of REALTORS at 513-842-3011 or achmiel@cabr.org.

[✓ Click here to register.](#)

~ Government Affairs Update

By Mark Quarry, Director of Government Affairs



Property Tax Rebate Continues as part of Hamilton County Sales Tax (Stadium Fund)

Despite recommendations by Hamilton County Administration, Hamilton County property owners will still receive a rolling back of their Property Taxes as part of the ½ cent Sales Tax increase approved by voters in 1996. (see the *Cincinnati Enquirer* article below).

Another victory for property owners and REALTORS®. **Another example of your RPAC dollars at work!**

Commissioners use fund to allow tax break

BY JESSICA BROWN • JLBROWN@ENQUIRER.COM • APRIL 14, 2010

Hamilton County Commissioners, in a split vote Wednesday, took \$5.5 million from an emergency fund in order to give property owners a promised tax break.

Commissioner David Pepper voted against the measure because the county does not have a plan to replenish that emergency fund. The money must be repaid in January 2011.

The other two commissioners, Greg Hartmann and Todd Portune, voted in favor of the transfer. Pepper is running for state auditor.

Commissioners debated this issue at length last year before voting 2-1 to continue the tax credit. Wednesday's vote simply finalized the source of the funding. There was no further discussion. Residents were promised the tax break as part of a 1995 campaign to increase the sales tax to pay for new stadiums for the Bengals and the Reds.

The owner of a \$100,000 home in Cincinnati will receive a \$62 credit on their property tax bill.

~ Mount Washington Benefit for the Cincinnati Neighborhood Enhancement Program



Mount Washington presents: **Dinner on the Ave.**, Saturday, April 24, to raise funds for the **City of Cincinnati Neighborhood Enhancement Program**.

Enjoy an evening of dinner and entertainment that takes you through Mount Washington for hors d'oeuvres and wine tasting at the **Mt. Washington Educational Arts Center**, dinner at **New York Classic Café** and dessert at the **Mt. Washington Creamy Whip**.

Live music will be available at the Mt. Washington Creamy Whip.

Tickets: **\$25**. May be purchased at **Mt. Washington Savings and Loan**, **Mt. Washington Ice & Beer**, **New York Classic Café** and **US Bank**.

✓ [Click here to for details.](#)

~ Enjoy REALTOR®/Affiliate Day at the Reds Game! June 17, 12:35 p.m.



It's the **Cincinnati Reds** vs. the **Los Angeles Dodgers** on Thursday, June 17 at the **Great American Ball Park**. The Cincinnati Area Board of REALTORS® is making a one-time purchase of a block of tickets for the game. So, get your friends, family and colleagues together and plan for a fun afternoon of baseball! The deadline to order tickets for the "block" purchase is **Monday, April 26**. So, don't delay...get your group together, now!

Here's how to order:

Online at www.cabr.org – Log in, click on EVENTS / CALENDAR
Choose the appropriate REDS TICKET OPTION (choose # of tickets and add to cart)
Choose appropriate DISTRIBUTION OPTION, insert "1" and add to cart
(Choose only once per ticket order: pickup – free, or certified mail - \$3.44)

If you have chosen to pick up your tickets, you will be contacted when the tickets arrive at the CABR office. If you have chosen certified mail, they will be mailed to you once they arrive at CABR.

Act NOW! CABR will place only one order. No additions to the block will be allowed.

Questions, contact **Cathy Petersman** at CABR, 513-842-3018 or cpetersman@cabr.org.

~ The Road to Success is Paved with Education – Get Yours Online at the CE Shop!



Cincinnati Area Board of REALTORS® Inc.
Need CE? Don't Procrastinate! Enroll in online CE today!

Simply visit our course catalog at:

<http://cabr.theceshop.com>

As a valued member of the Cincinnati Area Board of Realtors Inc., we would like to offer you a special promotion on your continuing education this month. This special promotion gives you the opportunity to receive 10% off your purchase when you enroll in any online CE course taken through our online course catalog!

Don't wait until the last minute- Get your DUCKS in a row today!

Simply visit: <http://theceshop.com/affiliate/cabr> and enter promotional code upon checkout: **SPRING**

Enjoy the 10% savings and the satisfaction of knowing your one step closer to completing your CE requirement!

Archived issues of the CABR *Tuesday News* can be accessed by going to www.cabr.org. Click on the *News* drop-down menu and then on the [Tuesday News](#) link.

Sincerely,

Cincinnati Area Board of REALTORS®

email: cabr@cabr.org

phone: 513-761-8800

web: <http://www.cabr.org>

Staff Directory: <http://www.cabr.org/phoneguide.htm>

CABR Member Savings Programs: <http://www.cabr.org/savings2.htm>

OAR Tech Hotline: **800-953-4972**

OAR Legal Hotline (Brokers only): **614-228-6675** (to obtain access code)