

July 21, 2009

[Click here for a printer-friendly pdf-version of the Tuesday News](#)

~ **CABR Young Professionals Network Happy Hour: Friday, July 24, 5 – 7:30 p.m.**



Come out for **CABR Summer Happy Hour**. Take a break with other CABR members for a snack, drink, a chance to catch up with colleagues and to see the recently re-launched **Reserve at Skytop!**

Located just 10 minutes from downtown on Beechmont, the Reserve at Skytop is your host, along with the CABR Young Professionals Network, for an opportunity to unwind and network with other professionals.

Directions: Beechmont Levee to Elstun Rd. (by United Dairy Farmers.) Reserve at Skytop is on the left.

✓ [Click here for details.](#)

~ **Reducing New Risk in Fair Housing: Wednesday, July 22, 6 – 9 p.m.**

What are you doing to prevent liability and risk when dealing with fair housing issues? **Deb Jetter** from Housing Opportunities Made Equal will give you the detailed information you need to reduce your risk. Work through scenarios and the law to be sure you are doing everything you can to prevent infractions that could cause a lawsuit and major expense. Make sure you are treating all clients and customers equally, providing excellent customer service and preventing unnecessary risk.

Carol Dragul will bring the practitioners, perspective to the course. She understands how you do business and how you can find ways to reduce your fair housing risk.



In this class, you will:

- Review local, state and federal fair housing laws
- Discover a pro-active approach to fair housing for real estate agents
- Learn to identify new risk potential in fair housing issues
- Find risk management solutions

3 hours CE credit— fulfills Ohio civil rights credit and meets Kentucky law requirement

Fee: \$30 CABR members/\$40 non-members

Instructors: Carol Dragul and Deb Jetter, HOME

✓ [Click here to register.](#)

~ **Register Now for a Wine Tasting Party: Thursday, August 6, 6 – 8 p.m.**



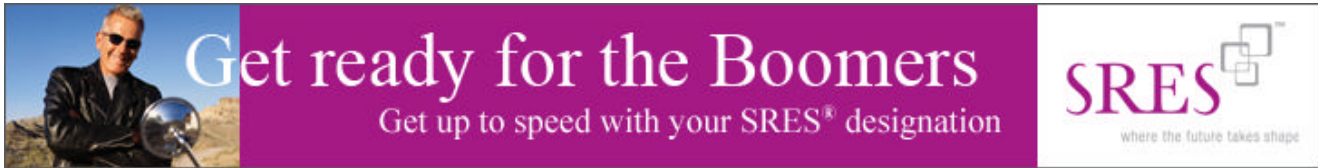
The CABR Special Functions Committee is Hosting a **CABR Wine Tasting Party** on Thursday, August 6 from 6 – 8 p.m. at the **Kroger Fresh Fare** located at 5901 Galbraith Road (at the new Kenwood Towne Place).

Cost is just \$20.

[Click here](#) to log in at cabr.org and access the Events Calendar to register. Or, call **Chris Logan** at 513-842-3016.

[Click here](#) for driving directions.

Earn the SRES® Designation: July 29 & 30, 9 am – 4:30 p.m. each day



The SRES® addresses the fastest growing market in real estate. And the networking benefit, across North America, may be the single best reason to get connected right now. The SRES® Designation course gives you the knowledge, understanding and empathy for the 50+ client. You will develop the business-building skills and resources needed for the unique specialization in the 50-plus real estate market.

Why are 50+ clients moving? To be closer to grandchildren, to start that vineyard they've always dreamed of, to address health concerns. The list goes on and on. Can you speak to the unique motivation they have? Do you know how to counsel your client on their options? This is the kind of distinction that can set you apart. You can be the hero.

The SRES® Course will help you:

- Learn distinguishing characteristics and trends of the 50+ market so that you can identify them in your own market
- Evaluate your market area attractiveness to the 50+ client.
- Master the vocabulary of the range of housing options for your client.
- Learn the application of federal laws applying to the 50+ client.
- Develop business-building outreach methods for gaining the 50+ market share.
- Adapt methods for counseling buyers and sellers.
- Develop sensitivities to 50+ issues and priorities when counseling buyers and sellers, showing properties and managing transactions.
- Develop services that win and sustain client and customer relationships and position you as a trusted real estate advisor.
- Learn about the uses, benefits, procedures and issues involved in reverse mortgages.
- Learn about used of pensions, 401K accounts and IRAs in real estate transactions.
- Recognize how a home can be adapted for safety, comfort and aging in place.
- Help clients integrate disposition of real property into estate plans.

As an SRES® designee, you will be able to instantly:

- Join a group of REALTORS® who comprise one of the fastest growing markets in the country.
- Connect to a nationally advertised brand in the consumer market
- Market your personal brand with designs and tools you receive with membership.

Presented by the Cincinnati Area Board of REALTORS®

July 29 & 30, 2009: 9 am- 4:30 pm each day

Fee: \$399—12 hours of CE credit in Ohio

Instructor: Art Reed, CNHS, CRS, e-PRO, GRI, RFS, SRES®

[Click here to register on-line](#), call Annette Chmiel, CABR Director of Education, at 513-842-3011 or e-mail her at achmiel@cabr.org.

The largest and wealthiest buyer's group in the country is made up of Baby Boomers. Understand what motivates this mature demographic and make your business boom with an SRES designation. **Take The Course and Position Yourself as an Expert!**

~ **Kentucky Core Course: Thursday, July 23, 9:00 a.m. – 4:00 p.m.**

Attention Kentucky Licensees—if your birthday is in July, August or September, you must complete the 6-hour Kentucky "Core Course" by December 31, 2009.



The **Kentucky Core Course** is required once every four years, based on the licensee's birth month.

January, February, March birth dates: 2011, 2015, etc.

April, May, June birth dates: 2012, 2016, etc.

July, August, September birth dates: 2009, 2013, etc.

October, November, December birth dates: 2010, 2014, etc.

If you have taken the **Kentucky Core Course** out of your designated year, then the next time to take the course will be 4 years in the future. If you have any questions about your Core Course compliance date please check the Kentucky Real Estate Commission website www.krec.ky.gov/krec.gov.

WHAT IS THE **KENTUCKY CORE COURSE**?

It is a 6-hour continuing education class developed by the KREC, covering federal, state and common laws relating to real estate. Its purpose is to keep licensees informed and updated on all aspects of real estate laws. The Commission will revise the course materials as changes to the **Kentucky** statutes and regulations are made.

If it is your designated year to take the **Core Course**, no other continuing education class will suffice. At the beginning of the each year, the KREC notifies every active licensee who is required to take the **Core Course** that calendar year.

6 hours Kentucky/3 hours elective Ohio

Fee: **\$80 CABR members**/\$95 non-members

Instructor: **Sheila Bell**

✓ [Click here to register.](#)

~ **Prepare for VA Appraisal Fee Increase**



Effective with appraisal assignments dated August 1, 2009 or later, VA is increasing the maximum allowable appraisal fees for all property types by \$50.

MARKET CONDITIONS ADDENDUM TO VA APPRAISAL - PREPARATION FEE

Circular 26-09-4, dated March 27, 2009, required that all VA appraisals include Fannie Mae Market Conditions Addendum, Form 1004MC. Also, VA stated that it would monitor the impact of this new industry requirement on appraisal fees and make adjustments as appropriate. A nationwide survey has indicated that \$50 is the prevailing fee being charged for preparation of the market conditions addendum on conventional appraisals. Therefore, VA is authorizing an increase in fees to match the conventional market.

VA Regional Loan Centers will revise their appraisal fee schedules, with an effective date of August 1, 2009, to reflect the authorized increase.

The changes are as follows:

<u>Currently:</u>		<u>After August 1, 2009</u>	
1 Family	\$300	1 Family	\$350
2-4 Family	\$450	2-4 Family	\$500
Condo	\$325	Condo	\$375
MFG Homes	\$300	MFG Homes	\$350

These numbers appear to apply to Ohio and Indiana, but not Kentucky at this time.

~ UC Clermont College Career Event: Wednesday, July 22, 5:30 – 7:00 p.m.



A red banner with the text 'Clermont College' in white, serif font.

CABR members are invited to the upcoming UC Clermont College Career Event for its Summer cohort of eight real estate students with members of the Board.

UCCC will have an open-forum event on Wednesday, July 22 from 5:30 until 7:00 PM in the Snyder Building, Room 143. Directions and maps are available at the following link:

<http://www.ucclermont.edu/Visitors/default.html>

Nearly all of these students are in need of sponsors and are looking forward to meeting representatives from local real estate firms. And as always, this is a free event extended to members of the Board based on our strategic partnership agreement. We appreciate the support our students receive from members of the Cincinnati Area Board of REALTORS.

If anyone has questions, please contact Bill Wise via e-mail at william.wise@uc.edu.

~ Springfield Township is Offering a Special FREE Class for Real Estate Agents:
Thursday, July 30, noon – 3:30 p.m.



Selling in a tough economy comes with its challenges. Learning the most you can about any community can only make you a bigger asset to your client base.

Springfield Township is offering real estate professionals an opportunity to learn more about one of largest communities in Hamilton County. Overlapping into seven different public school districts and a tax structure that is unique only to townships, Springfield Township presents some challenging questions by homebuyers and sellers.

By participating in this educational workshop, you will have a better understanding of this diverse community that is rich in value. During this presentation, the Township will unveil a new special event, geared toward selling homes in the Township.

No charge – 3 hours of CE credit

Includes box lunch at 12 noon

Held at the Grove Banquet Hall – 9158 Winton Road in Finneytown

Questions? Call 513-522-1410

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

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



REALTORS® can receive a **10% discount on all July CE courses** and as an added bonus registrants will be automatically registered to **WIN a \$100 GAS Gift Card!** (Who couldn't use that these days?)

Simply visit <http://cabr.theceshop.com> and use **Promo Code: SUMMER10**

This offer is good from July 1 - 31.

Try an on-line class from the comfort of your home anytime day or night. [Click here](#) to see all of the options for taking your classes online. **Save gas!**

~ **Cincinnati Magazine Offers Survival Tips for a Crazy Market from its May 2008 Issue**

Cincinnati Magazine has given CABR permission to reprint information from its May 2008 Issue on Real Estate. **The story recently won "Best Reader Service" award at the National City and Regional Magazine competition.** Excerpts from the *Cincinnati Magazine* story will be reprinted in a series of issues of the *Tuesday News*.

By Kathleen Doane, Brent Donaldson, Katherine L. Sontag, Linda Vaccariello, Amanda Boyd Walters, and Kathy Y. Wilson

Q: What is foreclosure?

A: Foreclosure is the legal process by which a bank or savings and loan can repossess a property on which it holds a mortgage after the owner has failed to make the payments. In Ohio, failure to pay property taxes can also result in foreclosure. The lender (or county) can then resell the property and use the proceeds to pay off the mortgage. According to the Hamilton County Court Index, which advertises the sales of foreclosed properties, 285 properties went on the auction block in 2006. That number rose to 412 in 2007, a 45% increase. Nationally, foreclosures increased 79% in the same period. The Court Index reveals that no neighborhood or area of Hamilton County is immune. Across the river, foreclosures are either up (Boone and Campbell Counties) or about the same (Kenton County).

✓ [Click here for the May 2008 Cincinnati Magazine.](#)



Cincinnati Magazine offers a "Realtor Subscription Program" that makes for great closing gifts (12 issues for \$12.00). Email [Chris Ohmer](mailto:Chris.Ohmer) for details.

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: **866-478-8324**

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