



Tuesday News

September 8, 2009

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~ REALTOR Open House Super Weekend! September 12 & 13, 2009 – Catch the Opportunity!

We are asking all MLS Brokers and agents to participate in this event and hold an Open House for your active listings. **Our goal is to have Realtors hold 2,000+ Open Houses that weekend in Greater Cincinnati and the surrounding areas serviced by the MLS.**

Why this weekend over others? The results of a recent survey recommended this weekend so as to:

Catch the Opportunity!



- Allow enough time for buyers to take advantage of the \$8,000 tax credit on property that closes on or by Nov. 30, 2009.
- Attempt to avoid major events in the region such as Labor Day Weekend (Sept. 5-6); Cincinnati Oktoberfest (Sept. 19-20), and highly-attended sporting events, all of which occur on other weekends. The Susan G. Koman Race for the Cure (benefitting breast cancer research) is on Sat., Sept. 12 (morning) and a Bengals game on Sun., Sept. 13 (afternoon).

September 12-13 The weekend dates of Sept. 12-13 were chosen for the REALTOR® Open House Event as the best possible option, given the full calendar of events in Cincinnati. If Sunday is a problem, hold your open house(s) on Saturday; or vice versa. Choosing the weekend, overall, provides greater flexibility for your scheduling.

Other local MLSs participating in this event include the Northern Kentucky MLS and the Southeastern Indiana MLS. If you are members of those MLSs, please follow their instructions to add your open houses to their sites as well.

Please find attached two handouts which explain "**3 Reasons to Buy Now!**" and "**Should I Buy a Home Now or Wait?**" Please distribute these handouts to each of your potential buyers to further explain some important benefits of buying now.

3 Reasons to Buy Now ...Click on [Great Time to Buy](#).

Should I Buy a Home Now or Wait? ... Click on [Should I Buy a Home Now or Wait?](#)

Please help get the word out to prospective buyers to, "**Catch the Opportunity.**"

~ REALTOR® -of-the-Year Committee Accepting Nominations



The Cincinnati Area Board of REALTORS® REALTOR® -of-the-Year Committee has begun the process of identifying this year's candidates for REALTOR® -of-the-Year. Now is your opportunity to nominate a fellow REALTOR® (or yourself) for the CABR REALTOR® -of-the-Year Management and REALTOR® -of-the-Year Sales awards.

[Click here](#) to read the qualifications for each award, and to submit your nomination.

The CABR Realtor-of-the-Year Committee has created a brief, 80 sec. video explaining the selection process. [Click here](#) to view the video.

Deadline for submitting your candidate is **Wednesday, Sept. 9.**

~ **2009 REALTOR Expo: Monday, September 14**



Join CABR at the **2009 Realtor Expo - Monday, Sept. 14** at the **Sheraton Hotel** on Chester Road from 4-7 p.m. There will be wall-to-wall vendors who are anxiously waiting to see you. Check out their latest products and services. You'll have an opportunity to socialize with your REALTOR® friends, as well as, take in the exhibits.

Don't worry about parking. There is plenty of free parking available.

FREE Admission! **GREAT FOOD / cash bars!** **WIN Door Prizes from the Vendors**

RESERVATIONS ARE REQUIRED. REALTORS® [click here](#) and sign in to access the online registration. Go to "Calendar of Events" and register for the Expo. Affiliates contact **Chris Logan** at clogan@cabr.org or 513-842-3016.

Register by **Wednesday, Sept. 9th** to be eligible for a special drawing at 6:30 p.m. You must be present at the Expo to win the special drawing. This Expo is for REALTOR® and Affiliate members of the Cincinnati Area Board of REALTORS®. Non-members and spouses are not eligible to attend.

For additional information call **Chris Logan**, CABR Programs Coordinator, at 513-842-3016.

~ **Price Hill Showcase of Homes – A Neighborhood-wide Open House:**
Sunday September 13, 2009, 11 a.m. – 3 p.m.



The Price Hill Showcase of Homes is a community event where homes currently for sale will be open for viewing.

A map of showcased homes will be available at **The Price Hill Housing Resource Center**, located at 3724 St. Lawrence Ave. The office will open at 10:30 a.m. on Sept 13.

Where: The Price Hill Housing Resource Center.

Who: Everyone is welcome.

Cost: Free

There will be refreshments, coupons, and prizes!!

Questions? Contact **Matt** at 513-251-3800 x105

✓ [Click here for information on Price Hill Will.](#)

~ **Ethics: The Measure of Professionalism: Thursday, September 10, 9:00 a.m. - noon**



Brad Knapp will take you through the ethics process and give a comparison of the Ohio Canons and National Association of REALTORS® Code of Ethics standards.

You will:

- Learn how to identify the common themes and articles of the Code and Canon of Ethics
- Learn how to identify and take steps to eliminate bad business practices in protecting the public
- Gain knowledge of the enforcement process
- Understand possible disciplinary actions
- Analyze in depth case study examples

3 hours CE credit—fulfills Ohio Canons of Ethics requirement and NAR's quadrennial ethics requirement due 12/31/2012.

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

Instructor: Brad Knapp

✓ [Click here to register.](#)

~ **Core Law/Legal Update: Thursday, September 10, 1 – 4 p.m.**

Terry Monnie will bring his expertise of real estate law to this class to discuss hot topics and other issues as they relate to Ohio real estate law.



Topics for Discussion:

- ? Senate Bill 185
- ? Attorney Disclosure: Scope of Employment
- ? Deeds Revisited
- ? Tax Reproration: New Construction
- ? Ethics Changes
- ? Disclosure
- ? Purchase Contract
- ? Earnest Money Deposit
- ? Megan's Law
- ? Predatory Lending & "Flipping"
- ? Title Insurance
- ? "Short Sales"
- ? Agency Agency Agency

3 hours CE credit—fulfills Ohio Core Law requirement

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

Instructor: Terry Monnie

✓ [Click here to register.](#)

~ **Sold on Springfield Township – A One-Day Open House Fair to Promote Homeownership**



Local businesses have stepped up to help in the first ever, township-wide, community open house! The event, scheduled for **Sunday, September 20, 2009**, will showcase the many homes for sale in the Springfield Township community to potential home buyers.

Open House times: 1:00 – 4:00 p.m.

The one-day open house fair, entitled "**Sold on Springfield Township**" will start with an invitation for home buyers to come to the **Springfield Township Administration Complex, anytime between 12:00 - 2:00p.m.** There, guests will register for the event and receive a schedule of open houses, a **free gift bag filled** with coupons and gifts from local businesses, and a free admission pass to evening activities at **Winton Woods Parky's Farm**. **There will be Free Dinner, Hayrides, Gift Bags & Door Prizes.**

Registered guests will also receive a certificate entitling them to **\$250 off closing costs with participating Springfield Township banks!** (North Side Bank, US Bank, WesBanco, and Spring Valley Bank. - *Additional participating banks may be identified.*) Township officials will be on hand at the Administration Complex to answer questions about living in the community.

To learn more about "Sold on Springfield Township" [click here](#). If you would like to provide items for the gift bag, participate as a sponsor, or if you wish to register a home with an open house, call 522-1410.

~ **Home Buyers Expo: October 3, 11:00 a.m. – 3:00 p.m.**

The Cincinnati Area Board of REALTORS® will hold a Home Buyers Expo on Saturday, October 3rd. The event is being held in cooperation with the city of Cincinnati Neighborhood Enhancement Program (NEP) targeting Madisonville. Partners in the event include the City of Cincinnati, the Madisonville Community Council, the Cincinnati Area Board of REALTORS®, Freddie Mac and the Home Ownership Center of Greater Cincinnati.

Where: The Brand New - John Parker Elementary School
Corner of Redbank Road and Madison Road

As a member of the real estate community, this is an excellent opportunity for you to meet face-to-face with prospective home buyers.

Table space is limited to 30 vendors and will be accepted on a first-come, first-served basis.

[Click Here for Details on How You Can Participate](#)

Contact Annette Chmiel at achmiel@cabr.org with questions or for more information.

~ Register Today for the OAR 99th Annual Convention, September 20 – 23 – Just \$99!



Sign up today to attend the **Ohio Association of REALTORS® Annual Convention** (Columbus, September 20 – 23).

Convention registration is just \$99! You will have the opportunity to network with REALTORS® from all over the State, register for up to 12 hours CE credit, visit expo exhibitors and more.

Highlights of the Convention include information on:

- Short Sales: Threat or Opportunity
- Blogging and Social Media
- Changing Markets: Where are we now?

✓ [Click here for links to exhibitors, schedules and registration information.](#)

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



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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)