

S.C.A.R.E.I.A.

Sandusky County Area Real Estate Investors Association –
serving all of Sandusky County and surrounding areas

NEXT MEETING

Monday,
August 18th
7:00 p.m.
Fort Stephenson
House
600 W. State St.
Fremont

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*Special THANKS to
Last Month's Guest
Speaker*

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JULY MEETING MONDAY, JULY 21st

Mentoring for members (and guests) along with a potluck is what we have planned for the upcoming monthly meeting. Note there is a time change and venue change for this meeting only: The meeting will be held at **Connor Park** off of Tiffin Rd. in Fremont at **6:00 p.m.**

Bring a covered dish to share, along with some of your favorite or not-so-favorite stories/ experiences to contribute. SCAREIA will provide hotdogs, hamburgers, table service, and soft drinks. Bring the family! Hope you can make it!!

Older Buildings and Lead Paint

By Bill Lederer

Fellow Landlord and Founder of CompleteLandlord.com

If your property was built before 1978, you must consider the probable presence of lead and the dangers this may pose to your tenants. Assume that all gloss or semi-gloss paint that has been used is lead based paint. Lead can also be found in various building materials such as solder on copper water pipes.

Why should you care?

First, lead paint disclosures are required by law. Second, lead ingestion causes brain damage, retardation, learning difficulties, hearing loss and developmental delays.

If your building is known to have been constructed before 1978, the Department of Housing and Urban Development (HUD) requires several things from you as an owner and landlord. You must give your tenants a lead paint disclosure form and a copy of the federal Environmental Protection Agency booklet "Protect Your Family from Lead in Your Home." Also, disclosures should be written into every lease and rental agreement.

There are exceptions to these disclosure requirements including:

- Zero bedroom studios
- Property that will be occupied for less than 100 days
- Designated elderly housing, with no children
- Designated disabled housing, with no children
- Buildings certified lead free by an inspector

Forty one states have adopted laws concerning lead in housing, requiring landlords to monitor and maintain existing lead based paint and building materials that contain lead. Many communities hold landlords liable for any adverse effects as a result of lead ingestion by tenants.

Punctuality & Professionalism

"Late again!"

Do you recognize any of these symptoms as you rush to the next appointment?

- Driving too fast
- Building up stress
- Admonishing yourself for poor organization
- Slinking into an event with apologies and excuses

With all the tasks on our plates, it is easy to try to cram in one more activity before rushing off to the next engagement, but when you arrive late, it can result in any or all of the following:

- Conveying to the other parties involved that you feel your time is more valuable than theirs
- Presenting the image that you are poorly prepared
- Causing others to fall behind in their schedules for the rest of the day

As an example, one of my clients spends many of her days in back-to-back meetings. While we worked on her time management processes, her complaint was that often a party involved in a meeting might be 20 minutes late, and so, for the rest of the day, she would end up at least 20 minutes late for her other meetings--if the same thing didn't happen more than once in a day. For any subsequent meeting, she would then be the one coming in looking disorganized and disrespectful of others' time.

My suggestion was that when you have scheduled a block of time for a meeting and have subsequent commitments, you might consider sticking to your schedule. If you had a 30-minute session booked, and the involved party was 20 minutes late, then you only have a 10-minute meeting. It is not fair for you to show up late for all other meetings, making everyone else wait because one person was not considerate of your time.

I have also done a lot of training for another organization that suggested I might want to begin my time management seminars about ten minutes late because in their "culture" several individuals are always about that late. Yet I also have audience members who arrived 15 minutes early for the seminar. Is their time any less valuable? The "culture" develops because programs do not start on time. When I am conducting my *time management* seminars, I think it is especially important to start on time!

Contrast the symptoms that often result from running late with the confident feeling of arriving at an event on time, feeling calm and in control. If you often find yourself tardy, try these measures:

1. Make a commitment to arriving on time.
2. When traveling, always block more time than the actual distance required, allowing for traffic and detours.
3. In addition to recording the time of the meeting in your planner, include the travel time and that extra 5-10 minutes so that you are accurately scheduling the *full* needed time, not just the meeting time.
4. Do not fall into the "one last thing" syndrome. It is better to leave earlier and then make a phone call when you arrive than to squeeze it in beforehand and have to rush.

Punctuality is a habit that takes time and practice to develop, but both your self-esteem and your professional image will benefit.

Why the Real Estate Market May Turn Around in 2009

Without a doubt, 2007 was one of the worst real estate years many had seen in quite some time. In fact, many people have begun to compare the current real estate market crash to the crash of the 1980s. While it does not appear that prices will improve this year, there are indications that the market may begin to experience some recovery next year. This could mean an improvement in prices which have appeared to be in free fall for the last twelve months.

One of the reasons it is anticipated that prices will begin to improve in 2009 is the fact that many experts have anticipated the market to bottom out in 2008. At first glance, this can certainly seem to be frightening news; however, it is important to keep in mind that the market really cannot begin to recover until it bottoms out.

In understanding the recovery of the market it is important to look at the factors that resulted in the current real estate market slump. There are actually several factors that led to the current slump. One of the most important is the fact that prices in many areas throughout the country doubled between 2000 and 2005. In some cases, those prices even tripled in areas like Florida for example. As a result, there were a record number of people who were unable to afford homes, especially first-time home buyers. As the number of buyers able to purchase real estate began to dwindle, this resulted in price and sales declines throughout the country.

As headlines have proclaimed recently, sub prime loans have also contributed to the recent debacle. During the last few years, a large percentage of the number of loans that were made was issued to buyers with credit scores that were below average. Additionally, a large number of loans were made to buyers with minimal down payments. Since real estate prices stopped rising approximately two years ago, a large number of buyers who had snapped up properties in red hot markets suddenly discovered that the balance of their mortgage exceeded their properties values.

The rate of defaults began to escalate at this point. Before long, foreclosures also began to increase as a direct result. As more and more foreclosures hit the market, the inventory in those markets began to spiral out of control. As more homes hit the market, prices began to drop even further. To make matters even worse, economic growth began to stall and massive layoffs in many areas further fueled defaults and foreclosures.

While it has taken some time, assistance is now being provided to homeowners; which is anticipated will help to stave off the increasing rate of foreclosures. Overall, this is anticipated to help stabilize the rapidly rising inventory of homes for sale in many parts of the nation.

It is important to keep in mind that while headlines appear to be constantly blasting news about the softening real estate market, there are markets in the country where prices have continued to rise. On average, real estate prices nationwide are approximately 5% less than they were last year; however, many of the metro areas in the nation are still experiencing price increases. This is largely due to local economic growth, first-time home buyers who can afford to purchase properties and retiring homeowners who are selling their homes and either moving into a retirement community or purchasing smaller properties.



Special thanks go out to our own SCAREIA member, Kathy Fahle with First American Title Insurance Co., who was our speaker for the June meeting. Title insurance insures a homebuyer – and mortgage lender – against loss resulting from title defects, whether these defects are known or unknown at the time of the sale or refinance. In the language of the title industry, the insurance covers both “on record” and “off record” problems. Insurers in other lines cannot control the risk beyond being careful in the selection of the insureds. However, title companies do control the risk; they attempt to eliminate it by the work they do in determining the state of the title. Title insurance is not so much the assumption of an uncontrollable risk as it is a guarantee that the title company’s work is accurate and therefore free of risk. Title insurance is a complex issue – which Kathy confirmed. However, it does give some peace of mind to homeowners, especially since we live in a litigious society.

JULY EVICTION LIST

Date	Defendant	Plaintiff	
5/16/2008	Costantini, Terri	Oak Hill Rentals, Ltd	
5/14/2008	Martin, Barbara	Hirt Rental Properties	Dismissed
5/16/2008	Posculli, Jeanine	Hammer, Melvin	
5/13/2008	Slauter, Erica	Homes/Casa	
5/2/2008	Jiang, Mei Yun	Qu, Qing Yun	Dismissed
5/5/2008	Roca, Rachel	Round Table Homes, LLC.	
5/13/2008	Messer, Tammy	Vistula Management Company	Dismissed
5/12/2008	Madison, Sandra	Hirt, Kurtiss	Dismissed
5/16/2008	Jackson, Donald & Diane	Coleman, Daniel	
5/23/2008	Fuller, Reneigh	St. Mark Lutheran Church	
5/23/2008	Crawford, Kimberly	Rettig, John	
5/30/2008	Deitler, Stephanie	Weltin, Mark	
5/30/2008	Gomez, Chevella	Tooman, Christian	
5/30/2008	Gee, Michael	Queen, Elsie	

JULY FORECLOSURE LIST

Received	Sale Date	Case No.	Owner/Defendant	Property Address	Amount
11/27/2008	7/18/2008	06-CV-1200	Roth/Riederman,	205 Ellis Avenue, Bellevue	105,000
10/16/2007	7/18/2008	07-CV-1143	Reed, Brian	327 Northwest, Bellevue,	99,000
12/14/2007	7/18/2008	07-CV-1387	Andrews Estate	167 Ashford Ave, Bellevue	69,000
12/19/2007	7/18/2008	07-CV-1393	Drown, Terry	2530 CR 218, Clyde	159,000
16/6/07	7/18/2008	07-CV-1354	Myers, Layne	176 Nelson, Clyde	90,000
1/10/2008	Cancelled	08-CV-037	Dupont, Daring	233 Harland Drive, Bellevue	159,000
3/6/2008	Cancelled	08-CV275	Walters, Kip	6911 CR 191, Bellevue	60,000
3/11/2008	7/18/2005	08-CV-283	Hamilton, Helen	1269 East Maple St, Clyde	102,000

JULY FORECLOSURE LIST (cont.)

Received	Sale Date	Case No.	Owner/Defendant	Property Address	Amount
7/7/2006	7/25/2008	06-CV-0646	Nesbitt, Corbie	1416 Cherry Street, Fremont	48,000
11/17/2006	7/25/2008	06-CV-1169	Laurendeau, Jeff	1600 E. State Street, Fremont	300,000
11/28/2007	7/25/2008	07-CV-1303	Rodenhauser, Andrew	1807 W. Cole Road, Fremont	123,000
12/6/2007	7/25/2008	07-CV-1344	Ross, Gloria	1965 Cemetary Road, Fremont	75,000
12/7/2007	7/25/2008	07-CV-1353	Blecke, Kenneth	839 County Road 99, Fremont	180,000
2/28/2007	7/25/2008	07-CV-196	Schabel, Brad	715 N. Brush, Fremont	72,000
3/16/2007	7/25/2008	07-CV-253	Domanski, Leslie	715 N. Wood Street, Fremont	48,000
8/13/2007	7/25/2008	07-CV-872	Andres, Angela	424 W. Madison, Gibsonburg	66,000
8/16/2007	7/25/2008	07-CV-893	Pillod, Earnest James	222 Ellis Ave, Bellevue	78,000
8/29/2007	7/25/2008	07-CV-947	Powers, Stacy	2510 West Hayes Ave, Fremont	81,000
1/14/2008	7/25/2008	08-CV-0060	Dolberry, Allen	4115 N. State Route 53, Fremont	30,000
2/6/2008	7/25/2008	08-CV-162	Bulger, Deshawna	1009 Mallard Court, Fremont	93,000
2/29/2008	7/25/2008	08-CV-254	Garcia, Erica	61 Whitney Drive, Fremont	159,000
3/17/2008	7/25/2008	08-CV-325	Daniels, Lester	1109 Hayes Ave, Fremont	102,000
3/24/2008	7/25/2008	08-CV-340	Halbisen, Michael	162 CR 201, Fremont	123,000
3/31/2008	7/25/2008	08-CV-358	Arnold, Angela	425 N. Fifth Street, Fremont	57,000
1/29/2008	8/1/2008	08-CV-111	Lance, Arnold	23 Pinewood, Fremont	174,000
1/30/2008	8/1/2008	08-CV-121A	Vargas, Felipe	1703 Japack Dr., Fremont	96,000
1/30/2008	8/1/2008	08-CV-131	Perkins, Robyn	622 W. Madison, Gibsonburg	93,000
2/14/2008	8/1/2008	08-CV-188	Tolman, Frank	1010 Mallard Court, Fremont	105,000
3/14/2008	8/1/2008	08-CV-302	Hammons, Kim	411 S. Main, Lindsey	48,000
3/24/2008	8/1/2008	08-CV-337	Snyder, Jeffery	409 W. Main, Woodville	90,000
4/10/2008	8/1/2008	08-CV-402	Zerman, Jason	828 Rawson Ave, Fremont	93,000

2007 S.C.A.R.E.I.A. Board Members

President: Scott Welty
419-332-7275

Vice President: Harry Aspacher
419-334-8846

Secretary: Cindy Gabel
419-333-1000

Treasurer: Mary Methner
419-637-7631

Publicity/ Web: Allan Shaw
419-265-8274

Membership: Chuck Williams
419-547-8127

Social Director & OPHP Cert:
Kathy Burkin
419-334-9586

Newsletter: Mary Methner

Programs: Harry Aspacher

For further information,
you may contact
any of the Board
Members at any time

About Our Organization...

SCAREIA was organized in October 2005. Our primary focus is to share information, to help educate and to motivate our members in their successful real estate endeavors.

Anyone interested in Real Estate Investing, whether you are just beginning or a seasoned investor, are welcome to join.

SCAREIA meets the 3rd Monday of every month at 7pm. Meetings are located in the basement of the Fort Stephenson House, 600 W. State St., Fremont, Ohio.

For those of you who are wondering, the past two month's eviction lists and foreclosure reports that use to be sent along with the newsletter were handed out at the monthly meeting – primarily due to the increased postal costs. We have come up with the solution of shortening the newsletter, so that we can include those lists again at no additional cost 😊

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**SANDUSKY COUNTY AREA
REAL ESTATE
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