



**AREA**

ASSOCIATED REALTY OF THE AMERICAS

JULY 2022

**SPOTLIGHT:**

**Cleveland, Ohio**



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*"All the news that fits."*

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*Our members are 110% committed to excellence in our real estate profession. Our mission encompasses: Sharing BEST Practices with our colleagues; treating all referrals with the utmost of care, honesty and integrity; and being involved in organized real estate for the betterment of our profession."*

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**Seth Task**, Cleveland

COMMENTS FROM  
**Jeanne Radsick**



**Jeanne Radsick**  
Bakersfield, CA  
[jeanne@radsick.com](mailto:jeanne@radsick.com)  
661-319-6555

Dear Fellow AREA Members:

Our last Retreat was (seems like a Century ago) in Boise, hosted by **Gail Hartnett**, and such a wonderful time it was. Now, Saints be Praised, we are able to continue this wonderful tradition, first begun 15 years ago, and, I, for one, can hardly wait.

Here is a reminder of Retreats gone past:

2007 Tucson  
2008 Denver  
2009 Denver  
2010 Seattle  
2011 San Antonio  
2012 Las Vegas  
2013 New Orleans  
2014 Santa Fe  
2015 Napa  
2016 Stowe  
2017 Santa Barbara  
2018 Newport  
2019 Boise  
2020 Cancel  
2021 Cancel  
2023 Cleveland

**Seth** and his team are pulling out all the stops ... a dinner cruise, an adventure at the Rock n Roll Hall of Fame, special events, great information, exquisite hospitality and wonderful venues; But, the most important ingredient continues to be the honor of spending time with you. This event marks my swan song as Chair of the Advisory Board. I will remain a member of the Board and continue to be very much involved, but now it is time to turn the reigns over to my dear friend, **Deborah Baisden**, and I could not be more honored to do so, as she has been so very helpful as vice chair these past two years. Also, thanks to **Carl** and **Suzanne**, it has been my distinct privilege to work with both of you and I look forward to continuing to do so. See you in Cleveland!

Respectfully Submitted.  
Jeanne Radsick





Comments  
from Jeanne

Here's Whats Happening  
by George

A Gift of Glaab  
John Glaab

Cleveland Retreat 2022  
Program

Sponsor Shout Out - A  
Little About Us  
Cross Country Mortgage

Forum  
Trains vs. Planes

Spotlight  
Cleveland, Ohio

On the Lighter Side  
with Trinkie

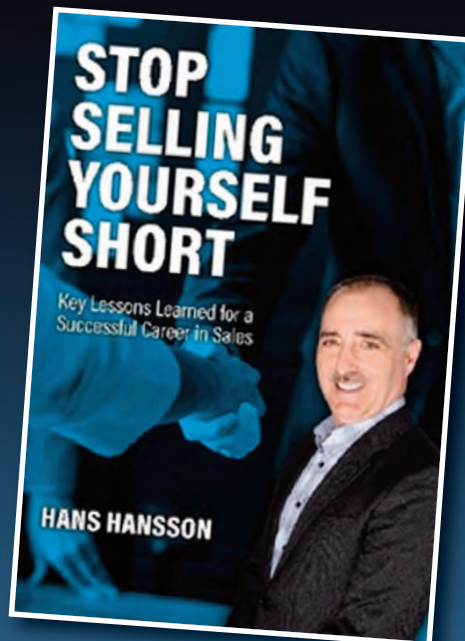
Legal Update  
Dennis Badagliacco

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## Here's What's Happening by George

**George Harvey**  
Telluride, CO  
[george@theharveyteam.net](mailto:george@theharveyteam.net)  
970-729-0111

1. In 2021, Texas had more institutional buyers for single family homes than any other state at 28% of all home sales.
2. 26,000 is the number of job openings in cybersecurity in the state of Colorado this month.
3. 22% is the increase in the price of an electric vehicle year over year. By comparison, the average price for an internal combustion vehicle increased 14% over the same period.
4. The total U.S. home equity increased 20% in the first quarter of 2022 to \$27.8 Trillion, a record high according to the Federal Reserve.
5. As of April 2020, the average sales price of a new home in the U.S. was about \$570,000. The average household income for the same period was just under \$88,000. A majority of the U.S. population cannot afford a home.
6. Lettuce is so expensive in Australia, that KFC will be using cabbage on its burgers.
7. U.S. used car prices are up 55% compared to 2019.
8. 80% of the homes in Cuba for sale with most being \$5,000 to \$10,000 because their economy has almost collapsed.
9. As of about a week ago, lumber prices are down 47% as compared to the first of the year and down 65% from their record last mid-2021.
10. Compensation for the median worker at Google parent Alphabet in 2021 was \$295,884, the highest in the S&P 500.

## THE GIFT OF GLAAB



John Glaab and Linda Neil  
Mexico, Home-Sweet-Home

take the Joe Biden special to Wilmington and on to Buckley's Tavern on Kennett pike meet my big sister and then go for a few days at her home near Longwood gardens in Kennett Square. Sadly, she passed in 2018 at age 93.

We are planning to go to the AMPI Conference in Tijuana, October 10-14. There is a direct flight from Uruapan. Then Linda wants to drive

I am the "social butterfly, in this family. Memberships and conferences in AREA, AMPI and NAR have given me the events I need for my psyche. Of course, since I cannot get a health insurance policy and will not travel to the U.S. without one, the only conferences left for me are AMPI. For about 20 years I never missed the NAR "mid-year meetings. Then I would

to Chino Valley AZ. Her rock star REALTOR® recently left Silicon Valley and moved to Arizona. I have agreed to roll the dice and will go but for a maximum of 10 days in the U.S.

Finally, we leave for Uruapan via GDL next Thursday. We will have breakfast on Friday with Mercy Duenas. She has been grieving for months over the death of her daughter who was her Real Estate partner. Mercy dropped out of everything: Junior League, American School AMPI etc. but AREA, gratefully, has retained her as an ad hoc member. She had always come once a year to Uruapan. Her husband Sergio one of the best Presidents AMPI

Linda and I are with you, soul and spirit, in Cleveland. Have a great Retreat and be sure to laugh a lot. We all need that.







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# Trains vs. Planes and Other Suggestions!

CARL BOSSE

Almost all of us have had our share of air travel experiences. And, I imagine, if a questionnaire were put out about those experiences, anecdotes would probably tend to be on the less than positive side, probably even for the most seasoned traveler; especially for those who travel first class each and every time.

My first experience flying commercial took place in the 1950's, when I joined my father on a trip from South Bend's St. Joe County Airport to Midway in Chicago. We flew a DC three and entered it just near the tail via a portable stair. The plan was top heavy and so as we entered, we had to walk up an incline to our two seats. (A DC 3 only leveled out when the right airspeed lifted the wings.)



Dad gave me the window and I was startled as we began our decent because it was very steep and I thought we were crashing. It took a number of years to go over that adventure. But, the next time, was in 1961 when I flew with my parents to LA, where my father was a delegate to the Democratic Convention. Along the way, we spotted oil shooting from an engine prompting the pilot to land in Las Vegas for repairs. (I polled everyone who exited the plane on how much they had lost that hour and 15 minutes we were on the ground. It was a lot!)

In those days, yes, people smoked, but the food was very good and the service top notch. When smoking ceased, the food tasted even better. I remember flying, a now defunct airline, Frontier, from the Tucson to Denver one year. It was all one class and shortly after leaving Tucson, we were served beef wellington. (Those days, of course, are long gone; such as are so many airlines like Frontier; Continental having been one of my favorites).

Today, I only fly Southwest and I do upgrade every time, even though it is one class and open seating, because I get priority boarding both in obtaining my pass and upon entering the plane and then get the pick of the litter as for a seat. (At LAX, for example, I never stand in any line while checking my bags and retrieving my boarding pass.) Attendants are always pleasant and the limited service is always so very positive and good. Compare that to Susie and me going to Hawaii earlier this year on United. Susie had never flown first in here entire life. It was, to say the least, a total bust. The sole obvious advantage was priority boarding and



two seats instead of three but a \$1,000 surcharge for the "privilege". Continuing on the downside: indifferent service and such disgusting food, which one would not find at a poorly run diner was such a disappointment. I remember after having been served my meatless entree (remember first class) featuring creamed cauliflower and a small dinner salad and roll. Later, while exiting the privy, I noticed the steward preparing a sumptuous salad. Upon inquiry, "Oh, that is for the captain." United never responded directly to my complaints and so United: "Never again!" p.s. I could have said worse.

Oh, I could go on, as that is only the surface, while, perhaps, recanting the trip on Delta to Florida, requiring a change of planes in Atlanta, that was delayed 20 minutes; then, running to catch the next flight, while arriving at the point of check in, with 15 minutes to spare, and finding out that my seat had been sold to a standby customer because I was not there at the appointed time, five minutes prior.

And, then, upon complaining, being told it was standard procedure and not Delta's responsibility. "Delta: Never Again!" And yes, I could have said more.

I then thought that Steve Goddard had the right solution: "Take the train!" until the two prima Amtrak trains in early summer, one from LA and the other from San Francisco (both going cross country but from different locations), collided with large vehicles at unguarded crossings ... ah ... you know the story.

So, my advice:



Safe Travels,  
Carl

P.S.: What say you? I would love to hear your experiences. Drop me a note and we will be sure to publish it next month.



W E L C O M E

*Annual*  
**RETREAT**  
*Program*

**JULY**  
**24-26**

**Saturday, July 23rd - 4:00PM**

Barbecue at Seth's (details to follow)

**Sunday, July 24th - 4:00 - 6:00PM**

Registration and Cocktails

**7:00PM**

Board the Goodtimes III

**7:30 - 9:00PM**

Dinner Cruise

**Monday, July 25th - 8:00AM - 4:40PM**

Program including breakfast and lunch

**6:30PM**

Dinner Pairings

**Tuesday, July 26th - 8:00AM - Noon**

Program including breakfast and lunch

**1:00 - 5:00PM**

Rock and Roll Hall of Fame Visit  
and Awards

**7:00PM**

Awards Dinner



SETH TASK AND ALL OUR OHIO MEMBERS CORDIALLY INVITE YOU TO ATTEND

*15th*  
*Annual*  
**RETREAT** ..... **JULY** .....  
**24-26**  
IN BEAUTIFUL CLEVELAND, OHIO



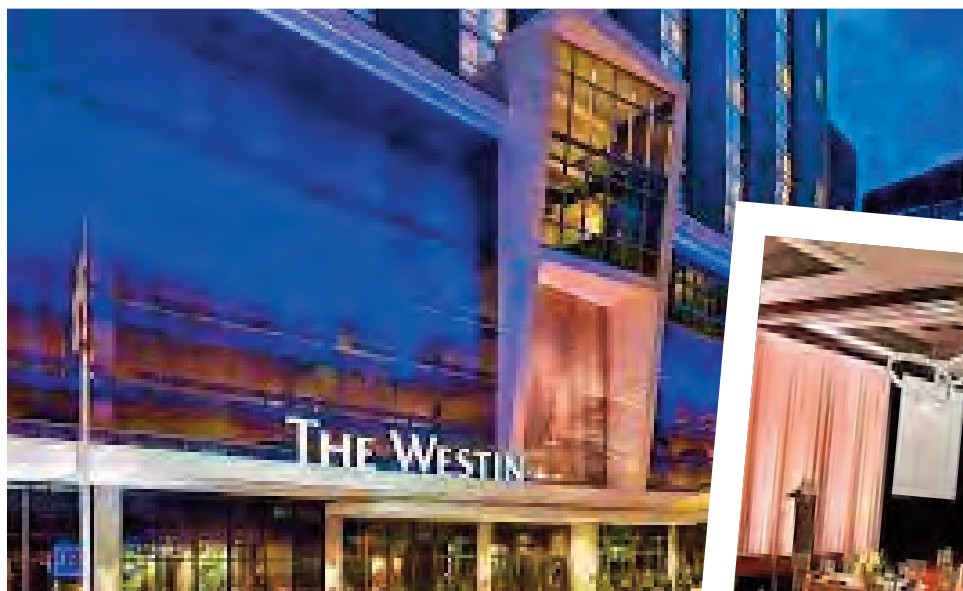
**A Gala Dinner/River Cruise  
Aboard the Good Times III**

**An Afternoon at the Rock & Roll Hall of Fame**

Yours to see and do while we honor Jay West and  
Leil Koch for their personal contributions to  
Rock N Roll throughout the years!







### **EVENT INCLUDES:**

#### **Saturday, July 23rd**

Optional, Barbecue at the residence of  
Mr. and Mrs. Seth Task

#### **Sunday, July 24th**

Registration and No-Host Cocktail Party  
Followed By  
A Gala Dinner Cruise and Party

#### **Monday, July 25th**

Breakfast, Lunch, Meetings  
Dinner Pairing that Evening (on your own)

#### **Tuesday, July 26th**

Breakfast, Lunch, Meetings  
then on to the  
Rock N Roll Open House

Followed by Our  
Evening No Host Cocktail Reception  
and  
Gala Awards Banquet

**TICKETS INCLUDE ALL TAX AND GRATUITIES \$595 PER PERSON**

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Questions: 520-625-9335

### **ROOM REGISTRATION IS CLOSED**

If you need a room please contact Carl Bosse [carl@areamericas.com](mailto:carl@areamericas.com)

Covid Protocols will be in place.





**Seth Task**  
*Cleveland, OH*  
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216-276-1626

## **SPOTLIGHT:** Cleveland, Ohio

Cleveland is the county seat of Cuyahoga County, and is situated along the southern shore of Lake Erie, across the U.S. maritime border with Canada and approximately 60 miles (100 kilometers) west of the Ohio-Pennsylvania state border. The largest city on Lake Erie and one of the major cities of the Great Lakes region, Cleveland anchors one of the most populous metropolitan areas in the United States. Politically, the metro area is the most reliably Democratic in Ohio..

Cleveland is 17th largest in the country, with a population of 3,633,962 in 2020. The city proper, with a 2020 population of 372,624, ranks as the 54th-largest city in the U.S.

Cleveland was founded in 1796 near the mouth of the Cuyahoga River by General Moses Cleaveland, whom the city was named. It grew into a major manufacturing center due to its location on both the river and the lake shore, as well as numerous canals and railroad lines.

A port city, it is connected to the Atlantic Ocean via the Saint Lawrence Seaway. The gross domestic product (GDP) for the Greater Cleveland MSA was \$135 billion in 2019. Combined with the Akron MSA, the seven-county Cleveland-Akron metropolitan economy was \$175 billion in 2019, the largest in Ohio, accounting for 25% of the state's GDP.

Designated as a "Gamma" global city by the Globalization and World Cities Research Network, the city's major cultural institutions include the Cleveland Museum of Art, the Cleveland Museum of Natural History, the Cleveland Orchestra, Playhouse Square, and the Rock and Roll Hall of Fame.

Known as "The Forest City" among many other nicknames, Cleveland serves as the center of the Cleveland Metroparks nature reserve system. The city's major league professional sports teams include the Cleveland Browns, the Cleveland Cavaliers, and the Cleveland Guardians.

The first permanent European settler in Cleaveland was Lorenzo Carter, who built a cabin on the banks of the Cuyahoga River. The settlement served as an important supply post for the U.S. during the Battle of Lake Erie in the War of 1812. The town's growth continued with added railroad links. Home to a vocal group of abolitionists, Cleveland (code-named "Station Hope") was a major stop on the Underground Railroad for escaped African American slaves en route to Canada.

After the war, the city witnessed rapid growth. Its prime geographic location as a transportation hub between the East Coast and the Midwest played an important role in its development as a commercial center.

In 1874, the First Woman's National Temperance Convention was held in Cleveland, and adopted the formation of the Woman's Christian Temperance Union. In 1870, John D. Rockefeller founded Standard Oil in Cleveland. (In 1885, he moved its headquarters to New York City, which had become a center of finance and business.)

By the early 20th century, Cleveland had emerged as a major American manufacturing center. Its businesses included automotive companies such as Peerless, People's, Jordan, Chandler, and Winton, maker of the first car driven across the U.S. Other manufacturers in Cleveland produced steam-powered cars, which included those by White and Gaeth, and electric cars produced by Baker.

The era of the City Beautiful movement in Cleveland architecture, this period also saw wealthy patrons support the establishment of the city's major cultural institutions. The most prominent among them were the Cleveland Museum of Art, which opened in 1916, and the Cleveland Orchestra, established in 1918.





Cleveland's economic growth and industrial jobs attracted large waves of immigrants from Southern and Eastern Europe as well as Ireland. African American migrants from the rural South also arrived in Cleveland (among other Northeastern and Midwestern cities) as part of the Great Migration for jobs, constitutional rights, and relief from racial discrimination.

Between 1910 and 1930, the African American population of Cleveland grew by more than 400%. By 1920, the year in which the Cleveland Indians won their first World Series championship, Cleveland had grown into a densely-populated metropolis of 796,841 with a foreign-born population of 30%, making it the fifth largest city in the nation.

In 1929, the city hosted the first of many National Air Races, and Amelia Earhart flew to the city from Santa Monica, California in the Women's Air Derby (nicknamed the "Powder Puff Derby" by Will Rogers). The Van Sweringen brothers commenced construction of the Terminal Tower skyscraper in 1926 and, by the time it was dedicated in 1930, Cleveland was hit hard by the Wall Street Crash of 1929 and the subsequent Great Depression.



After World War II, Cleveland initially experienced an economic boom, and businesses declared the city to be the "best location in the nation".

In 1949, the city was named an All-America City for the first time and, in 1950, its population reached 914,808. In sports, the Indians won the 1948 World Series, the hockey team, the Barons, became champions of the American Hockey League, and the Browns dominated professional football in the 1950s. As a result, along with track and boxing champions produced, Cleveland was declared the "City of Champions" in sports at this time. The 1950s also saw the rising popularity of a new music genre that local WJW (AM) disc jockey Alan Freed dubbed "rock and roll".

However, by the 1960s, Cleveland's economy began to slow down, and residents increasingly sought new housing in the suburbs, reflecting the national trends of suburban growth following federally subsidized highways. Industrial restructuring, particularly in the railroad and steel industries, resulted in the loss of numerous jobs in Cleveland and the region, and the city suffered economically. The burning of the Cuyahoga River in June 1969 brought national attention to the issue of industrial pollution in Cleveland and served as a catalyst for the American environmental movement.

Housing discrimination and redlining against African Americans led to racial unrest in Cleveland and numerous other Northern U.S. cities. In Cleveland, the Hough riots erupted from July 18 to 23, 1966, and the

Glenville Shootout took place from July 23 to 25, 1968. In November 1967, Cleveland became the first major American city to elect an African American mayor, Carl B. Stokes, who served from 1968 to 1971 and played an instrumental role in restoring the Cuyahoga River.

Cleveland's downtown architecture is diverse. Many of the city's government and civic buildings, including City Hall, the Cuyahoga County Courthouse, the Cleveland Public Library, and Public Auditorium, are clustered around the open Cleveland Mall and share a common neoclassical architecture. They were built in the early 20th century as the result of the 1903 Group Plan. They constitute one of the most complete examples of City Beautiful design in the United States.

Completed in 1927 and dedicated in 1930 as part of the Cleveland Union Terminal complex, the Terminal Tower was the tallest building in North America outside New York City until 1964 and the tallest in the city until 1991.

Described it as "the most beautiful street in the world". Known as "Millionaires' Row", Euclid Avenue was world-renowned as the home of such major figures as John D. Rockefeller, Mark Hanna, and John Hay. Cleveland's landmark ecclesiastical architecture includes the historic Old Stone Church in downtown Cleveland and the onion domed St. Theodosius Russian Orthodox Cathedral in Tremont, along with myriad ethnically inspired Roman Catholic churches.



The Cleveland Metroparks provides ample opportunity for outdoor recreational activities. Hiking and biking trails, including single-track mountain bike trails, wind extensively throughout the parks. Rock climbing is available at Whipp's Ledges at the Hinckley Reservation. During the summer months, kayakers, paddle boarders, and rowing and sailing crews can be seen on the Cuyahoga River and Lake Erie. In the winter months, downhill skiing, snowboarding, and tubing are available not far from downtown at the Boston Mills/Brandywine and Alpine Valley ski resorts.

Respectfully Submitted,  
Seth Task



A LITTLE BIT ABOUT US, CROSS COUNTRY MORTGAGE.  
A PROUD SPONSOR OF AREA

## At CrossCountry Mortgage, we've been helping people get home since the very beginning.

On an icy, blustery winter night in our first year, our CEO and a colleague were headed to a meeting with a hopeful entrepreneur in search of a property loan. On the way, they spotted an elderly couple whose car had swerved off the road and was stuck in the snow.

Even though they were in their suits and dress shoes, they stopped to help. Their appointment was important, but this was more important. Together, they pushed the car out of the snowbank, returning the couple to the safety and comfort of their

home. Then they proceeded to the meeting to provide support and service to a new customer, who remains a successful entrepreneur to this day.

Helping the couple get safely home and the customer achieve his dreams set the foundation for our company. By caring for everyone we encounter like family, we're able to truly serve our communities with kindness and forge lifelong relationships with people like you.

### Our Vision — Then and Now

CrossCountry Mortgage began solely as a mortgage broker in Cleveland, Ohio in 2003. Our President and CEO Ronald J. Leonhardt, Jr. had the vision to become a nationwide full-service lender that could provide more to customers — match them up with the perfect mortgage to suit their needs, provide knowledge and support every step of the way, and make their homeownership dreams possible and affordable.

Through superior customer service and a full range of loan products and programs, we've been able to achieve that vision and build upon it by helping more people each year buy homes from coast to coast. We're continuing to expand our nationwide footprint, and we're not stopping any time soon.

Today, we have headquarters in Brecksville, Ohio and branch offices across the country. We have been a Freddie Mac, Fannie Mae and Ginnie Mae Approved Seller/Servicer since 2012 and have greatly expanded our mortgage-based solutions into a wide portfolio of home purchase, refinance, and home equity products. We are licensed in all 50 states and have earned a number of awards and accolades along the way:

- Smart Culture Award, Smart Business: 2022
- Best Workplace, NorthCoast 99: 2021 (5 times since 2016)
- Inc. 5000 List of America's Fastest Growing Companies: 2021 (8 times since 2012)
- Top Workplaces, The Plain Dealer & Cleveland.com: 2021 (5th consecutive year)

Our team is dedicated to making the mortgage process easy, stress-free and rewarding. Our culture is based on honesty, humility, integrity, and service — whether you're stuck in the snow on a cold winter night or seeking to achieve the American dream of homeownership.

#### Our Mission and Goal

Our mission is simple: to provide you with the best possible advice and benefit to your financial needs while facilitating a straightforward, transparent mortgage process for buyers, sellers and realtors.

Our goal is to be recognized as the leading and most reputable mortgage company in the nation. We begin that process by earning your trust through knowledge and communication. You are our first priority and we pride ourselves on developing rewarding, long-term customer relationships. We can close your housing loan quickly and help you save money because we empower our loan officers with advanced mortgage technology that enhances their customer service and industry expertise.

#### Experience the CrossCountry Mortgage Difference

Navigating the mortgage loan process is exciting and easy with the right home financing partner. When you work with us, you'll collaborate closely with a licensed professional who is crazy good at making sure you receive a competitive rate and an exceptionally fast and simple housing loan experience.

When it's all said and done, we strive to be your mortgage lender of choice for years to come, wherever life takes you. Our loan officers, branch managers and support staff are always available to assist you from application to closing and beyond. Anytime you need a property loan, or even if you just need a helping hand out of a snowbank, we'll be there for you.



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**Trinkie Watson**  
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## On the **Lighter Side** with **Trinkie**

Featuring Tahoe's Trinkie Watson and her wit and wisdom.

License plate on a VW Beetle: EEW A BUG

Everybody has a photographic memory.  
Some people are just out of film.

Change is inevitable, except from a vending machine.

Men- no shirt, no service. Women – no shirt, free drink.

If train stations are where trains stop, and bus stations are where  
buses stop, then what are workstations?

The other line always moves faster until you get in it.

If plugging it in doesn't help, try turning it on.

Honey, I understand the concept of cooking and cleaning just not  
how it pertains to me

**Carry out a random act  
of kindness, with no  
expectation of reward,  
safe in the knowledge  
that one day someone  
might do the same for you.**

—PRINCESS DIANA



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## Homes with a pre-listing inspection sell for more.

With many homes selling “as is” and transactions moving quickly in this seller’s market, is a pre-listing home inspection still a good idea? The short answer is “Yes.”

Homes that have had a pre-listing inspection sell for more. It’s to the seller’s advantage to fully understand the home before listing, and it’s also the perfect opportunity to make recommended repairs should they choose to. Also, having a detailed understanding of their home’s condition will help sellers feel confident that they’re getting the best price for their home, which of course reflects well on you. And by having an up-to-date pre-listing inspection in hand to share with potential buyers, you can keep the transaction moving and get to closing faster.

A pre-listing inspection also creates buyer trust through transparency about the home’s condition, avoiding surprises down the road. This information is invaluable when it comes

to putting together an offer. Simply put, a buyer who’s confident about the home will feel more comfortable offering more money.

Markets like this create real challenges and opportunities on both sides of the transaction. A pre-listing inspection can help you and your clients make it a win-win all around.

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Stephanie Bowling  
Director of Marketing, Pillar To Post Home Inspectors Inc.







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## Legal Update

### Here are a few of the legal issues for your thoughts

**1. Status of NAR Suits:** 3 years ago NAR was sued along with 4 corporate defendants in class action suits in Missouri and Illinois alleging home sellers have been damaged because their listing broker compensates buyers representatives. The update: A Missouri judge granted class action certification to the case. NAR feels the ruling was only procedural and was wrong. If the class action status is allowed to stand it could possibly open the door to uncalculated sums of money, certainly into the billions, in damages from sellers paid to buyer's agents from 2015 - 2020. In order to collect every plaintiff would have to show that without the coop compensation rule, each would have acted differently.

**2. NAR has sent out a litigation update:** "Sometime this summer, as is common and expected, class action attorneys will begin to notify members of the class of their right to opt out." Many, if not most people ignore these notices and just toss them. As Realtors we may

have questions from out consumers. NAR is not trying to call attention to the notices, but we should be prepared if we are asked by clients.

**3. Status of the REX:** According to Inman, Rex has closed its two offices, but has not quit yet. REX is now partnering with different single family rental companies to help find homes to purchase. The fierce battle with NAR and Zillow according to the REX president has caused them to take drastic measures. Jack Ryan of REX states he will not back down from the NAR & Zillow Suits.....It looks like there will be more to follow.

**4. Open discussion:** If one assumes the worst case what would happen to buyer's agents? How will buyer's agents be paid? Who will want to work with first time buyers? Will new lending models for conforming loans allow buyer's agents commission to be added to the loan?

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