



HCBR Newsletter

Special Election Issue

August 2023

Board Election
Board Calendar
Housing Shortages
RPAC Update

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2024 Board Election Approaches

The Hillsdale County Board of REALTORS® election week will run from September 11-15 during regular Board business hours.

Ballots may be cast by all eligible voting members during office hours. Those who will be out of the area during election week may contact the Board Office for an ab-

sentee ballot. That ballot may be cast the week prior to the general election.

The week-long election process makes it possible for more members to be able to vote.

The sample ballot on page 6 of this newsletter includes the nominees for 2024 officer positions.

Officers who will remain on the Board and are not up for re-election are: Diana Carson who moves up to President, Tjay Fitton, who becomes Past President, and Karen Foust who has one more year as a Director. Tim Groves, Dan Satow, Alicia Galloway and Scott Phillips are serving their final year of

this election cycle.

Candidates for 2024 elected office are: Vice President, Megan VonDeylen and Matt Yoder; Treasurer, Sherri Groves and Kara Moyer; and for the two open Director seats, Brad Jenkins, Mary Playford and Scott Phillips. The new directors will be chosen to serve 2-year terms.

Megan VonDeylen, Matt Yoder, Seek Board Vice Presidency



Megan VonDeylen

BROKERAGE:

Stone Realty Group

YEARS A MEMBER: 4

Committee Service:

Education

Political Affairs

Professional Standards

CANDIDATE Notes:

With a family in rodeo Megan says she has always been focused on honesty, trustworthiness and integrity. Her career in real estate

has brought an unwavering focus on continuous growth and development. Realizing the potential for greatness in every individual,

"I have made it my mission to foster a culture of agent development within my brokerage, and the industry as a whole. I am a passionate mentor for my team, equipping them with the knowledge and skills needed to excel in the ever-evolving real estate landscape. I am completely invested in my agents' success and dedicated to helping them reach their full potential," she says.

Beyond her brokerage, Megan is an advocate for professional self-improvement in the real estate community. She frequently attends and speaks at workshops and

(Continued on page 2)



Matt Yoder

BROKERAGE:

CENTURY 21 Affiliated

YEARS A MEMBER: 5

Committee Service:

Grievance

CANDIDATE Notes:

CANDIDATE Notes:

Matt has served on the Waldron Village Council and is currently a member of the Conservation Club. He is also vice president of

operations at the Waldron Communication Company, giving him a background in business that has helped him adapt to the REALTOR® profession.

Matt is now in his fifth year as a member of the Hillsdale County Board of REALTORS®.

"I strongly believe in making an impact anywhere I can," says Matt. "As a member of the Board of Directors I will be a team player and act for what I feel is best for the Board as a whole."

"Since I am newer to the real estate world I believe I will bring a progressive and open mind to the investigation of whatever issues we're presented with. Being on the board will also allow me to engage with other board members to strategize and grow new ideas."

The HCBR Newsletter is published periodically by the Hillsdale County Board of REALTORS®.

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Board Hours:

Mon-Wed-Fri: 9-5
Tues-Thur: 9-2
Closed 12-1 for Lunch

Newsletter Editor

Shirley Smith
Executive Officer

2023 HCBR Officers

President: Tjay Fitton
Vice Pres.: Diana Carson
Treasurer: Dan Satow
Past President: Tim Groves
Directors:
Karen Foust
Scott Phillips
Alicia Galloway

***2023 Committee Chairs / Contact Persons**

Awards

*Alicia Galloway.....398-3400

Building

*Dan Satow..... 617-1104

Bylaws

*Tim Groves..... 439-1511

Education

*Lisa Hayes..... 398-4170

Executive

*Tim Groves.....212-5926

Finance

*Dan Satow..... 425-2759

Grievance

*Cathy Galloway 849-0043

MichRIC Managers

Shirley Smith..... 439-1770

Nomination

*Tjay Fitton..... 398-3500

Political Affairs

*Diana Carson..... 416-3472

Professional Standards

*Julie Games..... 437-7771

Public Relations

*Dan Satow..... 617-1104

Purchase Agreement

*Cathy Galloway 849-0043

Specifications

*Diana Carson..... 416-3472

Megan VonDeylen

(Continued from page 1)

seminars throughout the U.S., learning from and sharing her expertise and insights with her peers. "I firmly believe that by elevating the entire industry, we can collectively create an environment of trust and reliability, benefitting both agents and clients alike."

Helping to further the education and involvement of the Hillsdale County Board of REALTORS® members in board activities, as well as expanding the activities our board hosts is a goal I have set for myself professionally. Being on the Board of Directors is one more step in the service I feel called to—helping those in our industry be the best version of their professional self they can be.

Celebrate Summer

(Continued from page 5)

Tuesday, August 13, 2024. That will avoid the incredibly busy June schedules with baseball and graduations."

See our photo collage on page 5 for pictures from the event.

(Thank you to Lori Rubley, Diana Carson and Kara Moyer for providing photos.)

Housing Shortage

(Continued from page 4)

their larger infrastructure investment plans.

To find out more, and discover ideas on how REALTORS® can make a difference in their own communities, follow this link: <https://www.nar.realtor/magazine/real-estate-news/sales-marketing/bold-action-needed>

Scott Phillips

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Scott has served on the Board of Directors in several positions and has participated in radio interviews to promote REALTORS® and real estate to the public.

Sherri Groves

(Continued from page 3)

knowledge to good use for the best interests of the Board."

Sherri has served as treasurer from 2015 to 2016 and from 2019 to 2021.

Kara Moyer

(Continued from page 3)

Sexual Violence. She enjoys helping at her childrens' schools when needed and at their extracurricular activities as well.

Mary Playford

(Continued from page 4)

and challenge me everyday. I want to stand out from the rest and challenge the status quo in my profession with new ideas and innovation," she says.

Mary remembers the difficult years and uses them to keep her grounded and motivated.

"One of the most satisfying things in my life is the ability to assist families in making one of the biggest decisions of their lives," says Mary. "I have found satisfaction and purpose in my time as a REALTOR® and I feel, as a member of the Board of Directors, that I can help fellow REALTORS® to achieve that as well."



HCBR Calendar 2023

Board of Directors Meetings

September 6 November 1 December 6

Lunch N Learn Programs

(Classes held at the Board Office)

August 23-11:30 a.m.

Realist Instruction-Anton Letica
Sponsor: TBA

October 25-11:30 a.m.

REALTOR Safety-Margie Walden
Sponsor: Premier Bank, Brittany Stewart

Special Events

Wednesday, September 20

Continuing Education-Peter Banwell

Thursday, September 28

MDOT Highway Cleanup

Wednesday, November 29

Salvation Army Bell Ringing, Market House



Groves, Moyer, Seek 2024 Treasurer's Spot



Sherri Groves



Kara Moyer

BROKERAGE:

Coldwell Banker Groves Real Estate

YEARS A MEMBER: 12

BOARD OFFICES HELD

Treasurer

COMMITTEE SERVICE:

Finance

CANDIDATE Information:

Sherri says she is excited to be considered for Treasurer of the Board once again. "I have enjoyed serving as Treasurer in the past and using my knowledge to keep our Board strong financially. It's important that we are able to withstand economic changes as they come along," says Sherri.

Sherri adds, "I have a long history with finances. I graduated with a Bachelor's degree in Accounting and went on to obtain my CPA license. I interned at a manufacturing company during college, spent 7 years as a public accountant, and served as a Commercial Loan Officer at a local financial institution. I have also been maintaining the financial records for our office for 10 years, so I have a very solid history with accounting/finances and will do my best to put that

(Continued on page 2)

BROKERAGE:

CENTURY 21 Drews Realty

YEARS A MEMBER: 4

COMMITTEE SERVICE:

Political Affairs

CANDIDATE Information:

Kara has been busy with the Board of REALTORS Political Affairs Committee since she first became a member. She has helped plan and work at the Celebrate Summer Events and created the Fair Housing Booth to use with those activities.

"Keeping tight books and paying attention to detailed budgets is key to any successful business," says Kara.

For several years Kara owned and managed a bar catering business. Kara feels her knowledge of keeping track of inventory, paychecks, invoices, taxes and end of year reviews will be an asset if she is elected as Board Treasurer.

Kara has spent time volunteering with yearly fundraisers for Domestic Violence Awareness and has worked with homeless teens at the Branch County Coalition Against Domestic and

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Solving Housing Shortages Requires Bold Action from REALTORS®

By: Alexia Smokler, Brennon Thompson, Colette Massengale

You live with the challenges every day: Low inventory, high prices, and, more recently, rising interest rates have dramatically cut into buyers' spending power. Soaring rents and other factors make it difficult for many people to save or qualify for their first home. Meanwhile, local regulations, combined with material and labor shortages, are suppressing the production of new homes. Estimates of the housing supply shortage range from 4 million to 6 million units nationwide.

As a result of all these factors, housing affordability has reached historic lows. As of April 2023, only 23% of listings were affordable to households earning the median income of \$75,000 or lower. Compounding the challenge, America's decades-old housing finance system doesn't meet the needs of many creditworthy borrowers.

The political and practical complexity of housing production has made it a low political priority for years, but skyrocketing housing prices have finally captured the attention of lawmakers at the state and local levels.

"There's a lot of energy around state-level housing policy at the moment, which is very exciting to see," says Jenny Schuetz, senior fellow at Brookings Metro. She points to Oregon's legalization of "missing middle" housing statewide a few years ago, Massachusetts' new law to create more apartments near transit stations, and efforts by Mon-

tana and Utah to make it easier to build "abundant, diverse housing to accommodate the increased demand created by work-from-home."

"Mike Kingsella, CEO of Up for Growth, a national network committed to solving the housing shortage through evidence-based research and policy, agrees. "A body of policy is emerging in cities and states nationwide, and we believe that the best approaches combine sticks, carrots and new resources," he says. "All of these offer slightly different models, both in policy design and political framing."

REALTORS®, members of the National Association of REALTORS®, are crucial players in the policy arena. That's because no one is more attuned to the challenges facing buyers and sellers locally. To identify and confront barriers in their market, many state and local REALTOR® associations have found success with the help of community outreach and issues mobilization funding from the National Association of REALTORS®.

In Blount County, Tenn., a zoning proposal before the County Council would have placed severe new restrictions on housing development, increasing minimum lot sizes and eliminating planned unit and cluster development. The Knoxville Area Association of REALTORS® organized to defeat the proposal, mobilizing members to fill the hearing room on the day of the vote with dozens of people wearing REALTOR® blue.

"Overly restrictive zoning regulations are perhaps the

(Continued on page 4)

Three Vie for 2 Director Seats



Brad Jenkins

BROKERAGE:

CENTURY 21 Affiliated

YEARS A MEMBER: 3

CANDIDATE Notes:

Brad has lived in Hillsdale County for 16 years. He graduated from Hillsdale High School, and has a Bachelor's degree from Western Michigan University in Criminal Justice.

"My interest in real estate began with assisting my brother with unlicensed tasks," says Brad. "It quickly became apparent I was in love with real estate and needed to get my license ASAP!"

"I have thoroughly enjoyed assisting my buyers and sellers over the past two years. I feel the time is right to become a more active participant in our local Board and becoming a Director will be a great way for me to become more acclimated to the inner workings of the association.

"I feel this experience will be an invaluable asset to my real estate career."



Scott Phillips

BROKERAGE:

Coldwell Banker Denny Groves

YEARS A MEMBER: 34

BOARD OFFICES HELD:

Director
Vice President
President
Past President
COMMITTEE SERVICE:
Building Executive
Nomination
Public Relations
Professional Standards

CANDIDATE Notes:

Scott has served in many positions on the Board of REALTORS® for many years. He has served on multiple committees and was selected as REALTOR® of the Year in 1996 and received the Lifetime Achievement Award in 2015..

He is active in community service and volunteer work and has served on the board of the Hillsdale Chamber of Commerce. He enjoys helping to grow and promote the Hillsdale Community and actively helped build the Field of Dreams. He also conducted the Elks Hoop Shoot for many years.

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Mary Playford

BROKERAGE:

Playford Real Estate

YEARS A MEMBER: 20

BOARD OFFICES HELD:

Director

COMMITTEE SERVICE:

Core Standards
Executive Grievance
Lockbox
Purchase Agreement
Professional Standards
Public Relations

CANDIDATE Notes:

Mary has been a member of numerous board committees over the years and has served on the Board of Directors as well. She has been a winner of the REALTOR® of the Year Award and has participated in the Michigan REALTORS® Convention.

Mary has taken on leadership positions through the Board and has given back to the community in many ways, including through the MDOT Highway Cleanup and Salvation Army Bell Ringing. She provides baskets for the annual basket raffle fundraiser sponsored as part of the Board Christmas Party.

"My agents motivate

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Hosing Shortage

(Continued from page 3)

single largest barrier to affordable housing both in East Tennessee and throughout the United States," says Hancan Sale, government affairs and policy director with the Knoxville association. "Since most zoning decisions occur at the county and municipal level, local REALTOR® associations are on the front lines of this debate, and we have the opportunity to vocally champion the cause of housing affordability."

With a housing shortage larger than the national average, the Spokane Association of REALTORS® leveraged a NAR grant to fund a study by the Counselors of Real Estate, a NAR affiliate. The result: an 89-page report with a road map of proven solutions for the city of Spokane, addressing everything from in-fill development to leadership and staffing of the municipal planning department.

The association worked with the city on adoption of a pilot zoning change that would allow duplexes and townhouses in all residential neighborhoods, plus triplexes and fourplexes near commercial zones and transit lines. The city's planning director said the initiative aims to increase density while matching the look and feel of a neighborhood. "The Counselors' report gave us instant credibility and helped us offer answers," says Tom Clark, 2020 president of Spokane REALTORS®.

The U.S. Department of Housing & Urban Development released in April a set of best practices for communities grappling with housing shortages. HUD is now accepting requests for technical assistance to help local governments ensure housing needs are considered as part of

(Continued on page 2)

Celebrate Summer Family Fun Day & RPAC Fundraiser Doubles Last Year's Proceeds

The Board's annual Celebrate Summer RPAC Fundraiser and Family Fun Day was a great success this year, almost doubling the amount raised for RPAC this year. The \$2,775 put the Board over goal for the 2023 year.

Thanks to a great turnout of nearly 70 members and guests, the Fun Day was great fun for everyone.

Sponsors this year pushed everything over the top and turned out to support the day as well.

This year's event was held at the Silos's Fun Park and included an open pizza and salad bar, Dippin' Dots ice cream treats, a Mini Golf Tournament, a Corn Hole Tournament and rides and games provided by Silos.

Playford Real Estate with team members Bryan and Mary Playford managed to snag the Cornhole championship for the 4th time in a row!

Sponsors for the Celebrate Summer Event helped put the Board over the top for RPAC Fundraising and provided a great venue for families to have some summer fun. Sponsors were:

American Title Company of Jackson

Barrett Insurance

Devon Title

Century Bank and Trust

County National Bank

DMP Home Inspections

Elevate Title Company

The Gospel Barn

Mutual Title Agency

The Olde Carriage Barn Event Venue

Public Title Company

Shelters Home Inspection

Smokin' Steve's BBQ & Fried Pies

Brandy Titus

Southern Michigan Bank

The Mini Golf Tournament winners were from CENTURY 21 Affiliated for the second time, coming in with a score of 35. Team members: Scott Wiley, Julie Games, Brad Jenkins and Karen Foust each won two tickets to a Sauk Theater Production and Brad Jenkins won two additional tickets for being the member with the most holes in one with 2 winning shots.

The Board also had a Fair Housing Display Board for members to test their knowledge.

There's always room for improvement and Political Affairs Chair, Diana Carson says, "I'd like to see more REALTORS® show up next year. We had a great turnout with friends and family, but not as many REALTORS®, so for next year, we're changing the date tentatively to the week after the 4th of July. We're planning to have it on

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Board Achieves 2023 Goal: Investors Thanked; Celebrate Summer a Huge Part of Success

The Hillsdale County Board of REALTORS® has achieved and exceeded its 2023 RPAC Goal of \$4,206.00. Thanks to the donors listed below and the excellent participation in the RPAC Cele-

brate Summer Fundraiser Event.

The Celebrate Summer Fundraiser generated \$2,775 for RPAC this year, almost doubling last year's amount.

The Board thanks the

members below for their participation in these efforts.

By participating in RPAC, investors support the REALTOR® Party, a powerful alliance of REALTORS® and REALTOR® Associations working to

advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

Platinum Donors (\$100+)

Shirley Smith

Gold Donors (\$75-\$99)

Bill Butler

Silver Donors (\$50-\$74)

Ray Baxter
Dawn Buehrer
Jewell Burkwalt
Diana Carson
Brian Coe
Tom Dunn
Tjay Fitton
Karen Foust
Alicia Galloway
Cathy Galloway
Julie Games
Kaitlyn Girdham
Sherri Groves
Tim Groves
Claire Halliwill
Fred Halliwill
David Hambleton
James Hartman
Jessica Hayes
Michael Heisler

Dennis Irelan

Becki Jaeger

Blake Jenkins

Brad Jenkins

Brock Liby

Risa Mains

Mike McCarthy

Adam McLafferty

Stephen Moore

Trevor Morin

Kara Moyer

Gretchen Oberdick

Terry Ohrman

Scott Phillips

Bryan Playford

Mary Playford

Christie Plemmons

Mike Plemmons

Brandon Podolak

Tamarah Rusk

Dan Satow

Carolyn Scholfield

Annette Scoville

Jerry Slade

Christopher Smith

Rene' Spahr

Mark Williams

Joe Wollet

Michelle Wollet

Matt Yoder

Bronze Donors (\$15-\$49)

Bev Bradstreet

Aaron Buehler

Crytal Dane

Heather Dawson

James Driscoll

Amy Dryer

Barb Groves

Corey Hartshorne

Lisa Hayes

Katryna Jenkins

Lenya Keller

Tamra Kies

Miranda Kurtz

Tami Lehman

Samantha Moore

Tami Morris

Holly Paige

Donna Plemmons

Kassy Plemmons

Tammy Regner

Pat Rising

Lori Rubley

Keegan Smith

Robin Walling

**Hillsdale County Board of REALTORS
2023 ELECTION SAMPLE BALLOT
September 11-15, 2023**

****Note: The following officers will continue with the Board of Directors and are NOT up for re-election:**

- President-Diana Carson (Key Realty) (Moves up from Vice President)
- Past President-Tjay Fitton (Playford Real Estate) (Moves down from President)
- Director-Karen Foust (CENTURY 21 Affiliated) (1 Year Remaining)

Officer Nominees for Year 2024:

Sample Ballot Only

Vice President

(Please Mark Only One)

- Megan VonDeylen (Stone Realty Group)
- Matt Yoder (CENTURY 21 Affiliated)

Treasurer

(Please Mark Only One)

- Sherri Groves (Coldwell Banker Groves Real Estate)
- Kara Moyer (CENTURY 21 Drews Realty)

Director (2 Years) (We will elect TWO directors this year)

(Please Mark TWO)

- Brad Jenkins (CENTURY 21 Affiliated)
- Scott Phillips (Coldwell Banker Groves Real Estate)
- Mary Playford (Playford Real Estate)