



Akron Cleveland Association of REALTORS®

ANNUAL REPORT '25

Discover our year of growth and impact: Explore how our achievements in 2025 are shaping the future of real estate, empowering communities, and driving innovation.

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Akron Cleveland Association of REALTORS®

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AkronClevelandRealtors.com



The Voice of Real Estate in Northeast Ohio



PRESIDENTIAL REMARKS

Drew Gaebelein

2025 ACAR President

Serving as your 2025 President has been an incredible honor.

This year reminded me that our strength as REALTORS® lies not only in what we sell, but in how we serve — our clients, our communities, and one another.

Throughout the year, we've worked together to deliver on ACAR's five strategic priorities: meeting members where they are, raising professionalism, addressing barriers to housing, adapting to industry change, and collaborating with our MLS and REALTOR® partners.

We've seen incredible progress on every front. Our committees and volunteers have brought new ideas, energy, and purpose to their work. From housing advocacy and community outreach to fair housing education and professional standards, our members continue to lead by example.

We also celebrated the next generation of leadership — REALTORS® who are stepping up to serve on committees, engage in advocacy, and take on leadership roles at the local, state, and national levels. Their passion and vision ensure ACAR's future remains strong.

As we look ahead, the real estate industry is evolving faster than ever — and ACAR is ready. Our focus on advocacy, education, innovation, and collaboration will help REALTORS® navigate these changes with confidence and integrity.

To all of our members, sponsors, and partners: thank you for being part of ACAR's success. Together, we're not just keeping pace with change — we're helping to shape the future of real estate in Northeast Ohio.

Drew

STRATEGIC PLAN BENEFITS

ENGAGEMENT

Create a "meet members where they are" engagement strategy that encompasses Diversity, Equity and Inclusion (DEI)



PROFESSIONALISM

Establish a formal professionalism improvement plan with a review process.



HOUSING

Outline an action plan to address barriers to housing that builds on established #HomeForAll initiatives.



ADAPTATION

Proactively identify and adapt to real estate industry disruptions and innovations.



MLS RELATIONS

Explore opportunities for enhanced collaboration with the Multiple Listing Service and REALTOR® associations.

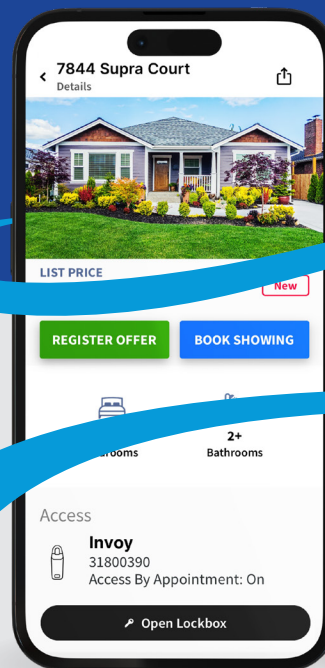


REVIEW THE ENTIRE ACAR 2024-2026 STRATEGIC PLAN ON PAGE 8

The All-In-One People-First, High-Performing, Pocket-Sized Ultimate Real Estate **Platform.**

Whether you're an agent, brokerage or admin, **Supra One** is the ultimate real estate platform.

Find out how you can **Be The One** at suprasystems.com/one.

The Supra logo, featuring the word "Supra" in a bold, black, sans-serif font. A blue swoosh underline starts under the 'S' and curves around the bottom of the letters.

Supra One
with Invo™ Lockbox

THE TEAM | 2025 BOARD OF DIRECTORS

ACAR's Mission: To be the leading resource and advocate for the real estate community, to enhance the ability, conduct and image of its members and to protect and promote real property rights.

2025 ACAR Executive Committee



President

Drew Gaebelein

Keller Williams Living



President Elect

Jeannet Wright

Berkshire Hathaway Home Svcs Professional Realty



Treasurer

Amanda Pohlman

Keller Williams Living



Immediate Past President

Mark Vittardi

Century 21 DePiero and Associates, Inc.

2025 ACAR Board Members

Deborah Bishop

Howard Hanna Real Estate Services

Alex Cruz

Berkshire Hathaway HomeServices Professional Realty

Michelle E. Davis

Dream Team Realty, Inc.

Beth Dzurilla

Mutual Title Agency, Inc.

Felicia Hengle

Coldwell Banker Schmidt Realty

Cindy Kelly

RE/Max Crossroads Properties

Amber Lewis

New Era Real Estate Group, Inc.

Michael Mendoza

FASS Management & Real Estate Services

Melissa Mentzer-Henninge

Howard Hanna Real Estate Services

Kady Overton

Howard Hanna Real Estate Services

Steve Spinelli

Keller Williams Chervenik Realty

Rick Tannenbaum

Keller Williams Living

Eric Wachtel

Howard Hanna Services

2025 ACAR Staff Members

Mike Valerino, (CAE, RCE, AHWD)

Chief Executive Officer

Julie Larson, (RCE, C2eX, AHWD)

Chief Operating Officer

Yariel Camacho (AHWD)

Advocacy Representative

Therese Covell (AHWD)

Professional Standards/Development Director

Donna Dopslaf (AHWD)

Executive Administrative Assistant

Beth Klaes (AHWD)

Controller

Jamie McMullen (AHWD, C2eX)

Vice-President of Advocacy

Genevieve Menyhart (AHWD)

Digital and Social Media Coordinator

Kelli Moss (AHWD)

Communications Director

Diane Plescia (AHWD)

Receptionist

Campbell Shaw (AHWD, AAIPI)

Advocacy and Communications Coordinator

Ashley Varner (AHWD, C2eX)

Member Services Coordinator

National Association of REALTORS® | 2025 Volunteer Leadership

Sara Calo
Executive Committee
Board of Directors

John Lynch
Board of Directors
FPC Advisory Committee

Mike Valerino
AEC/Broker Relationships Work Group
AEC/Volunteer Leadership Advisory Board

Alex Cruz
Board of Directors
Conventional Financing &
Policy Committee

Jamie McMillen
State and Local Issues Policy
Committee

Ali Whitley
Board of Directors
Leadership Academy Advisory Group
Leadership Identification &
Development Committee

Akil Hameed
Board of Directors
Diversity Committee (Chair)
Multicultural Partners Advisory Group
Strategic Planning Committee

Lydia Pope
Board of Directors
Executive Committee

Joanne Zettl
Board of Directors
Risk Management Issues Committee

Seth Task
Board of Directors
Insurance Committee
State & Local Issues Mobilization
Support Committee

Ohio REALTORS® | 2025 Volunteer Leadership

Haley Beachler
Communications Committee
Young Professionals Network

Property Management & Investment Forum
Executive Committee
Convention Advisory Group
NAR Strategy Committee

Legislative Committee
Board of Directors

Joyce Wilson
MLS Forum
Legislative Committee

Karen Bostwick
Property Management & Investment Forum

Carla Herbert
Communications Committee
Professional Development Committee
MLS Forum

Genevieve Menyhart
Young Professionals Network

Maureen Wlodarczyk
Local Government Forum
Legislative Committee

David Browning
Strategic Planning Committee

Kelli Moss
Communications Committee

Jeannet Wright
Panelists-Professional Standards Committee
Executive Committee
Property Management & Investment
Committee
Strategic Planning Committee

Sara Calo
Past Presidents Committee
NAR Strategy Committee
Executive Committee

Marcy Imperi
Communications Committee
Legislative Committee

Aimee Neiman
YPN Council
Young Professionals Network

Robert Colvin
Professional Development Committee
Forms Committee
Grievance Panelists
Panelists-Professional Standards
MLS Forum
Legislative Committee

Cyndi Kane
Grievance Panelists
Legal Action Committee
RPAC Trustees Committee
Panelists-Mediators
Legislative Committee

Cindy O'Neal-Riley
Diversity, Equity & Inclusion Committee

Joanne Zettl
Executive Committee
Finance Committee
Strategic Planning Committee
Building Advisory Group

Therese Covell
Association Executives Committee

Cassandra Karkan
RPAC Fundraising Forum

Allan B. Pintner
Property Management & Investment
Committee
Legislative Committee
Commercial/Industrial Committee
Global Business Alliances Committee

Joanne Zettl
Executive Committee

Alex Cruz
Professional Development Committee
Convention Advisory Group (Chair)

Cindy Kelly
MLS Forum

Beth Rodgers
Legislative Committee
MLS Forum
Sustainability Advisory Group

BOARD OF DIRECTORS

Joseph Aveni
Haley Beachler
David Bissler
Deborah Bonner
Darren Burke
Sara Calo
James Camp
Robert Colvin
Susie Colvin
Casie Crawford
Alex Cruz
Brenda Davis
Michelle E. Davis
Tony DeLuke
Joe Dirk
Candice Eberhardt
Jerry Ellis
James Fox
Drew Gaebelein
Andrew Ginter
Joyce Goldsmith
Akil Hameed
Carla Herbert
James Hinton
Marcy Imperi
Cyndi Kane
Cassie Karkan

Cindy Kelly
Tara Kleckner
Linda LaFleur
Amber Lewis
Sandra LoCascio
John Lynch
Anthony May
Melissa Mentzer
Aimee Neiman
Karen O'Donnell
Kady Overton
Gwendolyn Petway
Allan B. Pintner
Amanda Pohlman
Beth Rodgers
Cynthia Slabaugh
Eric Tannenbaum
Kimberly Ule
Mike Valerino
Mary Vedda
Mark Vittardi
Eric Wachtel
James West
Ali Whitley
Maureen Wlodarczyk
Jeannet Wright
Joanne Zettl

Michelle E. Davis
Local Government Forum
Legislative Committee
Legal Action Committee

Julie Larson
Association Executives Committee

Seth Task
NAR Strategy Committee
Ohio REALTOR® Party Committee

Mike Valerino
Association Executives Committee
Young Professionals Network
RPAC Fundraising Forum
Leadership Academy Committee
Convention Advisory Group

Candice Eberhardt
Diversity, Equity & Inclusion Committee

John Lynch
Commercial/Industrial Committee
Convention Advisory Group
Legislative Steering Committee
Legislative Committee
Ohio REALTOR® Party Committee

Ashley Varner
Association Executives Committee

Jim Fox
MLS Forum

Jamie McMillen
Local Government Forum
Convention Advisory Group
RPAC Fundraising Forum
Diversity, Equity & Inclusion Committee
Ohio REALTOR® Party Committee
Association Executives Committee

Mark Vittardi
Leadership Academy Committee

Drew Gaebelein
Convention Advisory Group

Lisa Goclano
Grievance Panelists

Akil Hameed
Diversity, Equity & Inclusion Committee
Commercial/Industrial Committee
RPAC Fundraising Forum

Melissa Mentzer
Professional Development Committee
Panelists-Mediators
RPAC Fundraising Forum

Ali Whitley
Executive Committee
Global Business Alliances Committee
Diversity, Equity & Inclusion Committee
Candidate Credentialing Committee
Past Presidents Committee



OHIO
REALTORS®



CEO CORNER

Mike Valerino (CAE, RCE, AHWD)

Chief Executive Officer

If there's one word that defines 2025 for our industry, it's **adaptation**. Between the NAR settlement, shifting market forces, and rapid technological change,

REALTORS® have had to adjust faster than ever. And through it all, ACAR has been right there with you.

Our staff team and volunteer leaders have worked hard to deliver value where it matters most — through advocacy, education, innovation, and member engagement. We launched new tools like the My ACAR app, expanded our communication channels, and enhanced how members access education and events.

When national headlines caused confusion, ACAR moved quickly to support our brokers and agents with resources, briefings, and communication to help them speak with confidence and clarity. We also partnered with MLS-Now to prepare for what's next in our region's data and technology landscape.

Advocacy remained at the forefront. ACAR partnered with the University of Cincinnati on a landmark study examining the impact of point-of-sale inspections, and we shared those findings with policymakers to help advance housing accessibility. Our legislative work, community partnerships, and RPAC investment continue to make a tangible difference for REALTORS® and the clients you serve.

Looking ahead to 2026, our focus remains clear: modernizing member engagement, strengthening professionalism, and anticipating what's next for the real estate industry.

Thank you for your trust, your ideas, and your continued support. The REALTORS® of Northeast Ohio are resilient, innovative, and committed to doing what's right — and ACAR is proud to be your partner every step of the way.

Mike

AKRON CLEVELAND ASSOCIATION OF REALTORS 2025 IN SOCIAL STATS

It's been a busy year for ACAR in the social media department, as the stats don't lie! We've had another impressive year of consistent content and member engagement. Picking up right where we left off last year, we've shared highlights from many events and meetings, shared dozens of new podcast episodes and celebrated countless achievements and milestones. We've driven engagement in all areas to promote all the essential ACAR assets from newsletters to CE classes and even the launch of our brand new 'My ACAR' app! Looking forward to 2026 we're excited to see where social media takes us!



118,000+

views across our Facebook account on all posted content! We also had over **3.4K** interactions and **14.1K** views on reels. Our most active month was March and the end of October!



34,000+

views across all our Instagram posts and content! Overall we had a reach of about **8.5K** accounts, up **7%** from last year! Additionally we had **1.5K** content interactions and engagement!



13,600+

impressions over the last year on our LinkedIn profile. Additionally, we had over **570+** reactions and interactions with our posts and media with the highest engagement in the month of July!



6,000+

views in total on our TikTok account this year! With the future of TikTok uncertain early in 2025, we took a slower approach to the platform this time around. That didn't stop us from getting **500+** likes, though!



2025 ACAR Executive Committee

(back row)

Mark Vittardi, Immediate Past President; Drew Gaebelein, President; Mike Valerino, ACAR CEO;

(front row) Jeannet Wright, President-Elect; Amanda Pohlman, Treasurer



Strategic Plan 2024-2026

YOUR BENEFITS



CONNECTIONS - WE WILL:
Foster relationships and inspire engagement to ensure success through inclusion, relevance, and vitality.



ADVOCACY - WE WILL:
Advocate for homeownership, real estate opportunities, property rights, the industry, and robust communities.



PROFESSIONALISM - WE WILL:
Provide professional guidance and effective education focused on ethics, knowledge, expertise, and industry excellence.

ACAR CORE SERVICES

ENGAGEMENT
Create a “meet members where they are” engagement strategy that encompasses Diversity, Equity and Inclusion (DEI)



PROFESSIONALISM
Establish a formal Professionalism Improvement Plan with a review process.



HOUSING
Outline an action plan to address barriers to housing that builds on established #HomeForAll initiatives.



ADAPTATION
Proactively identify and adapt to real estate industry disruptions and innovations.



MLS RELATIONS
Explore opportunities for enhanced collaboration with the Multiple Listing Service and REALTOR® associations.



- Enhances personal brand and reputation.
- Expands client base through inclusivity.
- Access to diverse networking opportunities.
- Boosts market responsiveness and adaptability.
- Elevates credibility and market competitiveness.

- Elevate member credibility and market reputation.
- Attract more clients through enhanced professionalism.
- Stay competitive in evolving real estate industry.
- Access valuable training and development resources.
- Foster trust for long-term client relationships.

- Boosts market demand, driving individual sales.
- Enhances REALTOR® reputation, attracting more clients.
- Fosters community goodwill, aiding business opportunities.
- Diversifies client base, reducing market volatility.
- Secures stable long-term business growth.

- Stay competitive in evolving real estate market.
- Embrace tech for better client service.
- Gain early mover advantage in innovation.
- Protect and grow your market share.
- Enhance personal brand and credibility.

- Enhanced market exposure.
- Access to valuable insights and data.
- Increased networking and referral opportunities.
- Greater influence on real estate policies.
- Strengthened credibility and professional standing.

ACAR VOLUNTEER LEADERSHIP

ACAR Volunteer Leadership: As a member-driven organization, ACAR will rely on volunteer groups, councils, & forums to pursue our strategic objectives and make recommendations to the Board of Directors. Working as a volunteer leader can be both challenging and rewarding. Members stay informed of developments in the real estate industry at the local, state and national levels.

Commercial Forum - John Lynch, Chair | Akil Hameed, Vice-Chair

Communications Committee - Jill Katzenberg, Chair | Casie Crawford, Vice-Chair

Community Outreach Council - Samantha Russell, Chair | Deborah Bishop, Vice-Chair

Council on OR/NAR Leadership - Anthony May, Chair | Melissa Mentzer-Henninge, Vice-Chair

Diversity Council - Candice Eberhardt, Chair | Kady Overton, Vice-Chair

Grievance Committee - Eileen Clegg-McKeon, Chair | Maureen Wlodarczyk, Vice-Chair

Legislative Committee - Melissa Mentzer-Henninge, Chair | Kathryn Boscia, Vice-Chair

Member Services & Affiliates Council - Courtney DeMarco, Chair

Professional Development & Equal Opportunity Forum - Cindy S. Kelly, Chair | Deborah Bonner, Vice-Chair

Professional Standards - Robert L. Colvin, Chair | Stephen Mosholder, Vice-Chair

RPAC Trustees - Cassandra Karkan, Chair

Young Professionals Network (YPN) - Aimee Neiman, Chair | Cassandra Karkan, Vice-Chair

APP-solutely Essential | My ACAR Mobile App

In 2025, ACAR took another step forward in enhancing the member experience with the launch of the **My ACAR Mobile App**. Designed with convenience and efficiency in mind, the new app empowers members to access key services directly from their smartphones—no need to navigate through the website for everyday tasks. While the ACAR website continues to serve as an essential hub for information, the app offers a faster, more streamlined way to stay connected with the association and its offerings.

With the My ACAR App, members can now register for events, connect with their committees, and access the dues portal—all with just a few taps. The app's intuitive design and user-friendly interface make it easy to manage membership activities anytime, anywhere. Whether renewing dues, signing up for a class, or engaging with fellow members, users can now handle their professional needs on the go, bringing the full ACAR experience to the palm of their hand.

The launch of this mobile app marks an exciting milestone in ACAR's ongoing commitment to innovation and member engagement. By simplifying access to essential tools and resources, ACAR continues to meet members where they are—supporting their success in a fast-paced, mobile-first world. The My ACAR App is more than just a convenience; it's a reflection of ACAR's dedication to helping members thrive in an ever-evolving real estate industry.





ACAR ANNUAL AWARD WINNERS

ACAR's 2025 annual awards were presented at the Annual Meeting held in October. It was great to see so many familiar faces and to acknowledge the hard work and dedication of all our award recipients.

J Howard Battle Equal Opportunity In Housing Award
National Association of Hispanic Real Estate Professionals - Cleveland

Good Neighbor Award
Stephen Mosholder - Mosholder Realty Inc.

Affiliate of the Year
Marie DeMio - Chicago Title Insurance Co.

REALTOR of the Year
Adam Kauffman - Howard Hanna

#HomeForAll Award
City of South Euclid

Akron Cleveland Association of REALTORS®
CONSUMER GUIDE 2025

Share with your clients and colleagues. Answers the questions your buyers and sellers are asking!

Q&A for answering buyers questions

Buying a home is often the biggest transaction of your client's life. Help them find out what they need to know.

Download the whole guide from the link below or Scan the QR Code

<https://tinyurl.com/ACARConsumerGuide2025>

Akron Cleveland Association of REALTORS®
The Voice of Real Estate in Northeast Ohio

Only 3 in 10 Veterans know about 0% down home loans

mission zero

Shelia Roberts
Army Veteran



Survey conducted by Sparketing on behalf of Mortgage Research Center, LLC
Veterans United Home Loans | NMLS 1907 | Not a Govt. Agency | Equal Housing Opportunity



TREASURER'S REPORT - Amanda Pohlman

ACAR's annual 2025 budget was \$2,359,974. Income is derived primarily from REALTOR® and Affiliate dues that are budgeted for \$1,889,130 in 2025. Income year-to-date through October 31, 2025 was \$1,823,234 and expenses were \$1,962,440, using \$139,206 from ACAR Reserves.

Charts A & B on the opposite page show an overview of ACAR's income and expenses.

ACAR remains in a strong fiscal position despite increasing inflation of costs all around. Current assets, which include cash, investments, prepaid expenses and inventory, total \$3,093,505. ACAR's ownership in MLS Now is valued at \$220,929. Right of Use Asset is \$266,018 and other Property & Equipment totals \$23,960. This brings ACAR's total assets to \$3,604,413.

ACAR policies require at least 12 months of reserves. Current reserves total 12 months. The year-to-date net income on ACAR investments as of October 31st, 2025, was \$194,756.

***NOTE: All figures are as of 10/31/2025.*

2025 ACAR Membership STATS		
REALTORS®	AFFILIATES	ACTIVE CIE
5,940	94	60

CHART A - ACAR Income \$1.8 Million

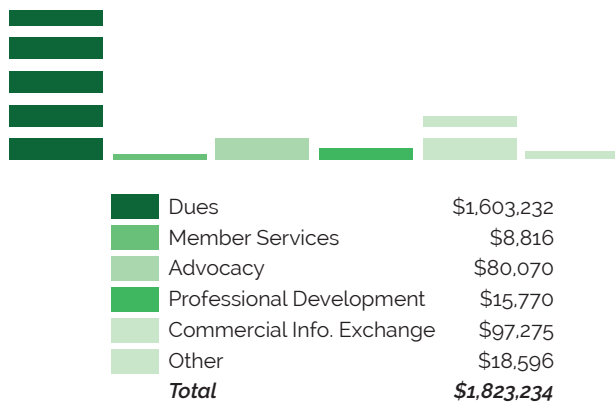


CHART B - ACAR Expenses \$1.9 Million

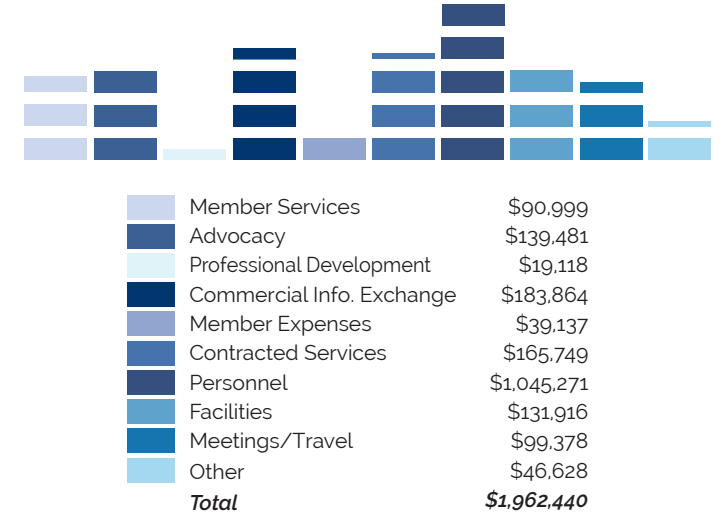


CHART C - ACAR Balance Sheet Assets \$3.6 Million

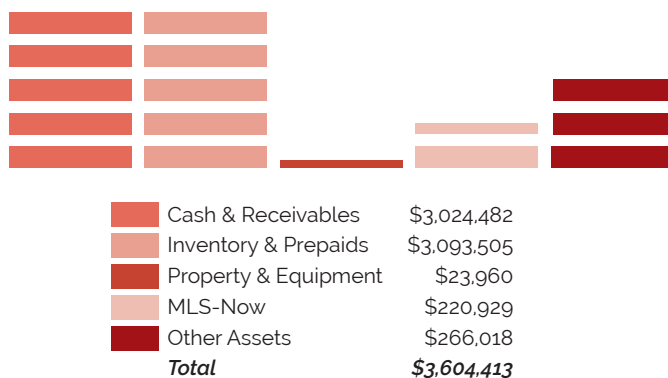
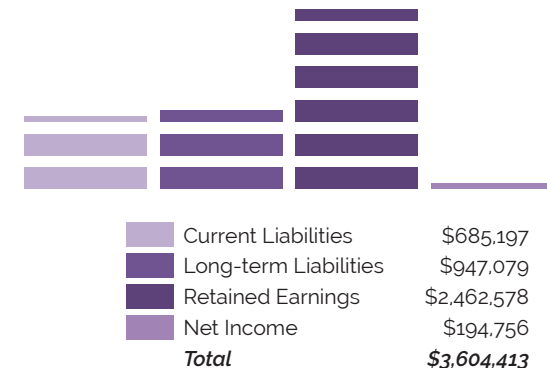


CHART D - ACAR Balance Sheet Liabilities & Equity \$3.6 Million



Let ACAR Help you

Make It Home *Safely*



Here are some suggestions to include:

- Meet new clients for the first time in your office and not at a property
- Make copies of clients' IDs so there's a record of who you are working with
- Host open houses with a fellow agent, instead of alone
- Park your car in front of the property rather than in the driveway
- Make sure your phone is fully charged before arriving to an open house, showing, or meeting

**ACTIVATE YOUR FREE
FOREWARN ACCOUNT**

Courtesy of Akron Cleveland Association of REALTORS®

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Got Questions?
Contact the ACAR Office at
info@AkronClevelandREALTORS.com





MEMBERSHIP MOMENT

Julie Larson (RCE, CzeX, AHWD)

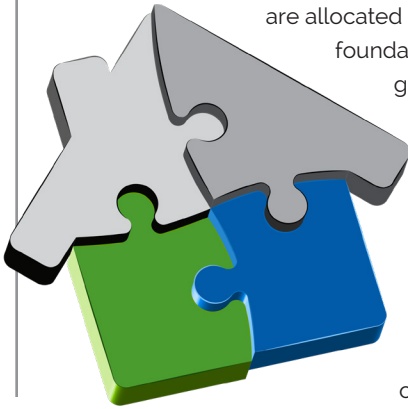
Chief Operating Officer

The Operations Department, which encompasses the Finance and Membership divisions, worked diligently throughout 2025 to sustain ACAR's membership base, which currently stands at

approximately 6,100 members.

Collaborative efforts within the department and across other staff teams have strengthened internal relationships, enhanced communication, and improved efficiency, enabling the continued delivery of valuable resources, professional development opportunities, services, and products to ACAR members.

By aligning operational processes with the organization's strategic objectives, the department ensures that resources are allocated effectively and that a strong foundation is in place for long-term growth. Maintaining accurate and up-to-date records allows the Membership team to provide reliable financial reporting to support the annual operating budget—an essential tool in ensuring sound fiscal management and responsible stewardship of member resources. ACAR



staff remain well-versed in the budget to effectively communicate the value of membership to our members.

our members.

ACAR has actively advanced several membership initiatives throughout the year; all designed to sustain and grow our member base. Emphasizing the value of membership remained a central focus—extending beyond exceptional customer service to highlight the products, programs, and resources that support members' business success. These efforts also serve to promote the value of ACAR membership and strengthen recruitment of new members.

This year, the Membership team collaborated with the Communications team to produce The Value of Membership booklet, highlighting the many resources available to members and demonstrating how membership dues directly support tools and programs that enhance their business success. The booklet reinforces the association's value proposition and illustrates how active engagement with ACAR fosters individual professional growth and contributes to overall industry advancement.

Additionally, the team continued the Broker Forum program, hosting three successful sessions in 2025 to engage and connect with ACAR's broker members. The purpose of the forums is to

identify current business challenges facing brokers and agents and to gather feedback on potential solutions that ACAR can implement to support their success. Held quarterly, each forum centers on key industry topics and emerging issues relevant to broker management.

While ACAR continued to see steady and consistent new memberships joining each month, the organization experienced a larger-than-usual decrease in total membership at the beginning of 2025. Overall, membership levels stabilized as the year progressed, with new agent enrollments and affiliate additions helping to offset retirements and departures following the annual renewal period.

Participation in New Member Orientation has increased significantly in 2025. In recent years, attendance averaged four to five members per session; however, this year, participation rose to between 15 and 30 members per orientation. The program continues to serve as a valuable resource, providing new members with an overview of the association and its volunteer leadership, the benefits of ACAR membership, and opportunities to engage more fully to maximize the value of their membership.

In closing, I extend my sincere appreciation to all ACAR members for their continued support, valuable feedback, and sustained commitment to the association. Your time and dedication—whether through committee service, event participation, or contributions that help advance ACAR amid an ever-evolving industry—have not gone unnoticed. This is your association, and the ACAR staff remain dedicated to delivering the highest quality services and resources to support your ongoing success.

Julie





ADVOCATING FOR HOUSING OPPORTUNITY AND HOMEOWNERSHIP

Jamie McMillen (AHWD, CzeX)

Vice-President of Advocacy

In 2025, ACAR made significant strides in breaking down barriers to housing and advancing policies that support

homeownership and strong communities.

One of our top priorities this year was addressing point-of-sale inspection mandates—policies that, while well-intentioned, can delay closings, increase costs, and make it harder for families to buy homes. To better understand their true impact, ACAR partnered with the University of Cincinnati to conduct an in-depth study. The findings, released earlier this year, confirmed what REALTORS® have long known: these mandates create unnecessary barriers to housing.

We shared those results widely, including on the **#HomeForAll Podcast**, where Jamie McMillen discussed the study and ACAR's next steps. The research also reached broader audiences through an eight-page feature in the October issue of Cleveland Magazine, with additional coverage in Akron Life.

Our advocacy has already sparked change. In early 2025, Shaker Heights took the first step toward rolling back its point-of-sale policy—allowing escrow accounts in the buyer's name and extending certification validity to 24 months. These reforms are a direct result of REALTORS® and residents speaking up about the challenges these policies create. When REALTORS® speak, legislators listen.

Beyond housing mandates, ACAR continued to champion smart, consumer-focused policy at every level of government. We joined Ohio REALTORS® in supporting House Bill 287, which protects consumers from predatory wholesaling practices. ACAR Past President Seth Task testified in support of the bill, and our communications team helped members understand how this legislation strengthens the market for homeowners and REALTORS® alike.

Locally, ACAR supported zoning updates being considered in several of Cuyahoga County's First Suburbs. These changes—covering lot sizes, setbacks, accessory dwelling units, and permitting—will help enable infill housing and expand much-

needed inventory. With new housing studies and plans emerging across our three-county footprint, ACAR's Legislative Committee will remain actively engaged heading into 2026.

Of course, none of this progress would be possible without the REALTORS® Political Action Committee (RPAC). In 2025, ACAR members invested more than \$111,000, with 18.27% participation across our membership. Every dollar goes directly toward supporting candidates who stand for property rights, homeownership, and a strong real estate industry.

As RPAC Chair Cassie Karkan reminded us, investing in RPAC isn't about politics—it's about protecting your business, your clients, and your livelihood. Through annual candidate interviews, ACAR trustees build relationships with elected officials and ensure REALTORS® have a voice at every level of government.

ACAR's advocacy also extends beyond the legislative arena and into the communities we serve. The Community Outreach Council led hands-on initiatives, including REALTORS® Give Back Day with Habitat for Humanity of Portage County, and Placemaking Projects in North Hill and Ravenna. The Diversity Council hosted a well-attended networking event connecting members of multicultural real estate organizations for collaboration and industry updates. Other Community outreach included partnerships for REALTOR Day in Euclid, REALTOR Day in South Euclid, a special lunch & learn with the Cuyahoga County Treasurer's Office, Portage County Health Department, Summit County Housing Collaborative, and the annual holiday toy drive in Portage County.

This year also marked ACAR's first-ever Advocacy Week, celebrating the REALTOR® Party mantra of Vote, Act, Invest. The week kicked off with a visit from Ohio Secretary of State Frank LaRose and wrapped up with Pancakes & Politics and an RPAC Phone-a-Thon.

From research and legislation to community partnerships, 2025 was a year of meaningful advocacy that made a real difference. Together, ACAR's members, leaders, and partners continue to ensure that housing is accessible, communities are strong, and REALTORS® have a voice.

REALTOR PARTY FACTS

\$120,000 - dollars invested through 12/3/2025

19.0% - participation rate (1,274 members invested \$15 or more)

49 confirmed major investors

\$197,241.38 - Realtor Party Grant dollars to support local programming and advocacy efforts.

COMMUNITY OUTREACH HIGHLIGHTS

Here's a quick recap of what our Community Outreach Council has done in the past 12 months.

In celebration of Akron's Bicentennial, ACAR proudly sponsored three community events that brought residents together in the spirit of connection and hometown pride. From the P.S. I Love You YMCA 5K/1M that inspired healthy living, to the family-friendly Akron Fall Fest, and the energetic Akron Urban Disc Golf tournament, each event reflected ACAR's ongoing commitment to supporting the people and places that make our region special.

As in past years, ACAR's impact extended beyond celebrations. Through the #HomeForAll initiative, the association awarded a \$10,000 grant to **Legacies of Success CDC**, a community development organization serving Akron's

North Hill neighborhood. The grant is helping advance their mission to create affordable housing and promote sustainable homeownership—two vital components of building stronger, more equitable communities.

The Community Outreach Council also found creative ways to raise funds and awareness for housing-related causes. In partnership with an outside organization, the Council hosted a flower bulb sale, offering members and supporters a colorful way to give back. Half of the proceeds from this effort were donated directly to the #HomeForAll Fund, ensuring continued investment in local housing stability.

Together, these efforts highlight ACAR's dedication to both celebrating our community's past and investing in its future—one event, one home, and one partnership at a time.

RPAC HALL OF FAME

The NAR RPAC Hall of Fame (HOF) recognizes dedicated members who have made a significant commitment to RPAC over the years by investing an aggregate lifetime amount of at least \$25,000.

Among the Hall of Fame benefits are name plaques on the RPAC Hall of Fame wall located on NAR's Washington, DC Building rooftop, a personal plaque commemorating the installation, and recognition pins with the HOF designation.



NAR RPAC Hall of Fame (\$25,000 Lifetime Investment) **Joe Dirk and Sally Johnson**

ACAR members that have invested a total of \$15,000 or more are recognized by Ohio REALTORS® annually.

Ohio RPAC Hall of Honor (\$15,000 Lifetime Investment Level)
Jamie McMillen
Amanda Pohlman

Ohio RPAC Hall of Honor (\$20,000 Lifetime Investment Level)
Ryan Marrie

Ohio RPAC Hall of Honor (\$25,000 Lifetime Investment Level)
Joe Dirk
Sally Johnson



**NEVER STOP
LEARNING**



PROFESSIONAL DEVELOPMENT

Therese Covell (AHWD)

Professional Standards/Development Director

In 2025, ACAR's Professional Development Equal Opportunity Forum continued to deliver a robust lineup of educational opportunities, including classes, designations, and certification programs. These offerings

were available to both ACAR members and non-members, reinforcing our commitment to expanding industry knowledge and supporting the professional growth of all real estate professionals.

A major highlight of the year was the presentation of the Harold L. Klarreich Foundation Professional Program Scholarship Award to **ten** outstanding ACAR members. This recognition underscores ACAR's dedication to helping members pursue advanced education and achieve new levels of professional excellence.

The 2025 Educational Calendar reflects this ongoing commitment, featuring a dynamic selection of courses designed to provide deeper insights into the real estate industry. Through these initiatives, ACAR continues to empower members with the tools, training, and expertise needed to thrive in an ever-evolving marketplace.



Harold L. Klarreich Scholarship Foundation

Professional Program Award

The Harold L. Klarreich Scholarship Foundation was established to further professional development of REALTORS® and enhance professionalism. The Foundation has several Scholarships available. The Professional Program Award which assists ACAR REALTOR® members (at least 2 years in Good Standing) achieve NAR Designations and Certifications.

ACAR members may also earn awards to assist them in furthering their leadership possibilities. Such awards are available for the Ohio REALTORS® Leadership Academy, the National Association of REALTORS® Leadership Academy, ACAR's appointment to the Ohio REALTORS® Tomorrow's Leader Today. Congratulations to our 2025 recipients: Theresa Anderson, Sharon Phelps, Brian Moran, Angela Caruso, Renee Heinle, Victoria Flynn, Deborah Bonner, Kathryn Boscia, Robert Colvin, Brenda Davis, Paul Furst, Akil Hameed, Cindy Kelly, Jack Prall, Gwen Petway, Chris Schlenkerman, Mary Vedda, Eric Wachtel, Melody Caraballo, John Lynch, Michael Laterza, Joe O'Donnell CPA, Jordan Marra, Filomeno Ruggiero, and George Vujadinovic.



COMMUNICATION & CONNECTION

Kelli Moss (AHWD)

Communications Director

In today's fast-paced, interconnected world, ACAR must leverage diverse communication tools to engage with brokers, members, and consumers.

A comprehensive communications program ensures that key messages reach the right audience, while strengthening relationships and enhancing brand visibility. Below are a few of the key components that made up ACAR's 2025 communications strategy:

Social media continues to be a pivotal part of ACAR's communication strategy. Platforms like Facebook, LinkedIn, and Instagram continue to serve as direct lines of communication with our members. By sharing consistent posts, updates, and engaging with our followers, we can deliver timely information, highlight industry news, and showcase upcoming events, initiatives, and campaigns.

Social media also creates opportunities for meaningful two-way communication, giving members and consumers a space to share feedback, ask questions, and connect directly with the association.

In the second quarter of 2025, we launched the Brand New MY ACAR Mobile App. The ACAR app empowers members with the convenience of accessing various services directly from their smartphones, eliminating the need to navigate through the website for these functionalities. While the ACAR website remains a pivotal resource, the app will expedite member interactions by providing swift access to essential features.

Members now enjoy seamless capabilities such as event registration, communication with fellow committee members, access to the dues portal, and more. This user-friendly interface ensures efficiency in managing membership activities on the go. (See page 9 for more.)

The Communication Connection newsletter continues to be an essential resource for keeping members informed about association activities, industry developments, and upcoming events.

In 2025, ACAR expanded its communications portfolio with the launch of three specialty publications, further strengthening our commitment to delivering relevant, targeted content.

Each new publication is thoughtfully designed and curated to provide specialized information from local, state, and national sources—tailored specifically for its intended audience. The three new additions are **The Broker Blueprint**, **The Commercial Connection**, and **The Affiliate Advantage**. **The Broker Blueprint** delivers valuable insights for brokers, helping them improve office efficiency and streamline business operations. **The Commercial Connection** serves our commercial practitioners, offering market updates, legislative news, and emerging trends that impact the commercial real estate sector. **The Affiliate Advantage** is crafted for our affiliate members, featuring content that helps them build stronger connections with REALTORS® and enhance their own business strategies.

Together, these publications ensure that every segment of our membership receives the information most relevant to their professional growth and success.

The **#HomeForAll Podcast** continues to be a powerful platform for connecting with our members and sharing timely, relevant information about the real estate industry. This year, the podcast **surpassed 5,000 downloads**, reflecting its growing popularity and value as an accessible source of insight, education, and inspiration.

Through engaging conversations with industry experts, community leaders, and REALTORS®, the podcast provides a meaningful outlet for discussing issues that matter most to our members. It has become an essential part of our communication strategy—keeping members informed, connected, and inspired wherever they are.

By integrating ACAR's social media channels, updated website, the #HomeForAll podcast, our newsletters and specialty publications, and new strategic campaigns for both brokers and consumers, **ACAR has established a cohesive communications ecosystem that effectively serves members, the public, and their clients—and continues to evolve to meet their changing needs.** By adapting to new technologies, communication trends, along with member feedback, ACAR ensures that its outreach remains relevant, accessible, and impactful across every platform.

Our strategy remains focused: to inform, engage, and strengthen relationships that foster community and advance ACAR's mission. Through these platforms, we ensure members have access to accurate, timely information and the resources necessary to build and enhance their businesses.

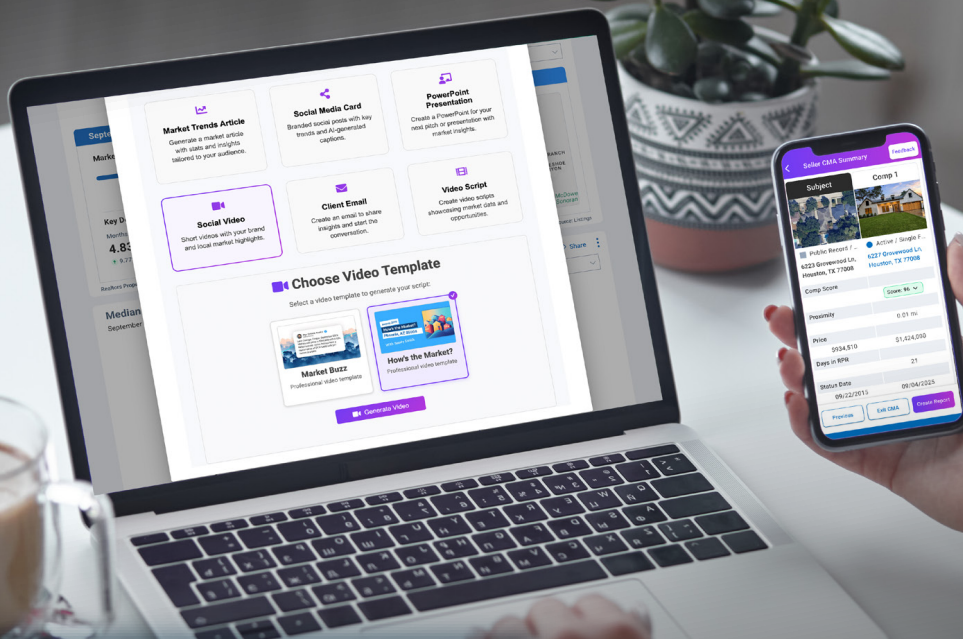
Kelli



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