



## CELEBRATING 100 YEARS...

MY 61 YEARS AS A SALESMAN AND BROKER  
IN THE COLUMBUS BOARD OF REALTORS®



By Orin Morris  
CBR President 1965

In 1947 I went to work for Malcolm R. Prine as a salesman. Thurman Sorrell was the company bookkeeper. Mr. Prine was a strong advocate and past President of the Columbus Board of REALTORS®.

At that time there were no salesmen placed on the Board, but I took part along with a number of others. There were no women or minorities in the Board during this time. We had no secretary to run the Board, no money and would hold meetings at different REALTOR® offices. A number of REAL-

TORS® volunteered to let us mail out invoices. We finally hired a secretary, Dwight Swepton.

There was a period of time we had difficulty with a number of Brokers who did not live up to our standards. Through John Pace's effort and his committee (of which I was a member), we heard hundreds of cases. Some went to court. Today, the Board gets very few complaints among Brokers.

In 1948, I knew every member of the Board by their first name. We only had a handful of members (paying members that is.)

During my 61 years, I was a partner in Mehl and Morris REALTORS® till 1949 when I went to work for Charles Prior Builder. Carlyle Perry went to work for him at the same time.

In 1950 Carlyle Perry and I founded a partnership, which lasted for 33 years. I



Past Presidents Jim Owen, '72, Bill McCorkle, '68 and Orin Morris, '65, catch up while at a Past President's Dinner in the mid-1980s.

retired and sold out in 1982, however, I soon learned I could not quit. Real estate was in my blood. I formed a company called Mae-Zee Corporation. We are not on the stock exchange, but we are healthy.

In 1951, C. V. Perry & Company developed a listing contract second to none. We also had our own sales contract. In the lower left hand corner of our contract, we inserted a notice that the purchaser could hire an attorney. Later the Board came out with a contract agreement, which was similar to ours. We were happy to make the contribution.

Along with our real estate company (C.V. Perry & Company), we had a mortgage company called Gibraltar and an insurance company called Redwood.

I promoted the first joint meeting of attorneys and REALTORS®. It went well. Today most attorneys and REALTORS® are on the same page.



Past Presidents gathered in 1964, seated: John Pace, '62, Robert Weiler, '55, Orin Morris (1965 President-Elect), Paul Falco, '63, Marvin C. Yerke, '64 John J. Ranft (1965 First Vice President-Elect) and Edgar R. Johnson, '54. Back: D. Wendell Beggs, '26, Tom Kohr, '60, Oscar Thomas, Sr. '61, Larry Wade, '57, Leigh Koebel, '28, Herbert T. Wolfe, '58, Bob Denmead, '53, Wallace Nelson, '50, Cecil Neff, '59 and Lee Wears, '56.

In the early 1950's, we had tremendous sales but we had a problem with FHA and VA. They would take months to process our loans. We went to Buckeye Federal Savings and Loan and made a deal. If FHA or VA did not approve the loan, they would keep it. Therefore, it would close in about one week.

In the early years, I founded a company called Trades, Inc. At that time we represented 17 builders who were having trouble selling their new homes. By taking the purchaser's home in on trade, it encouraged new home sales. Later the Board bought the company and the name.

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**Let's Get Membership Minded**

The 1949 Membership Contest is on! Already the flow of membership applications has started! There is going to be keen competition for outstanding prizes!

Since 1926 the Columbus Real Estate Board has had in civic affairs its primary, the rights and interests of the owners of real property, of working with the city and county governments in matters of planning, development of new subdivisions, school reorganizations, housing, zoning, regulations and ordinances. For many, many years it has represented real property as the state legislature. The Columbus Real Estate Board played an active part in the framing of the real estate license law in Ohio - it established the standard commission schedule, organized the 10 real estate law and order course, organized the 45% vote requirement for the passage of tax levies and bond issues above the 10 mill limitation. It fought and carried through a successful resolution of the case which placed the public housing program in Columbus on the tax liability. It organized the Real Estate Legal Forum, sponsored for the past several years courses in real estate, and this year for the first time in cooperation with Ohio State University is a course in Real Estate Practice which is being held on the campus, maintains an Ethics and Advertising Committee within the Board for the purpose of settling disputes between Realtors, and the Public and without which you might have been out of business, and is constantly working for provision of adequate shelter for our citizens, and the right of private industry to conduct its business.

You will agree it is high time the membership of the Columbus Real Estate Board reflect in its members the amount of influence the Board has in civic affairs. There are scores of real estate leaders, hundreds of property owners and likewise hundreds of citizens whose business is affected in real estate who will become members if only you will encourage them. Join and submit in Franklin County should be a member of the Board if he is in the profession to see—and they will join if you ask them. This is not only a matter for individual profit, it is a challenge to each and every one of us as to how we will build the Board membership to whom it can only claim that it represents both real property and the real estate profession in size as well as in scope of activities.

**Realtor Membership**

In Franklin County there are more real estate brokers who do not belong to the Board as there are Realtors—there are places of progress! How often do you think a commission with a non-Realtor? He is your best prospect for membership.

There are scores of brokers who would become Realtors if only they are invited—95% of them are willing to carry their share of the load and the cost—they do not want to be "hired".

It is the duty of every real estate broker to invite his clients to the Board. The dues are 100 per year—\$10.00 per quarter, payable quarterly in advance, and cover a three-year membership. 1) In the Columbus Real Estate Board, 2) In the Ohio Board, 3) In the National Board. Each applicant for Realtor membership must be accompanied by a check for not less than \$10.00, plus the minimum fee which is \$10.00 per year only, and must have the names of the sponsor and one endorser—all of whom must be Realtor members of the Board.

Realtor membership comes with all the privilege of using the term "Realtor" and the obligation to live up to the National Code of Ethics.

Due to Realtor applicants brought in during the month of April will become effective with the second quarter.

**GET THAT NEW REALTOR TODAY! CALL THE BOARD OFFICE FOR AN APPLICATION!**

**EVERY MEMBER GET A MEMBER**

In an effort to boost dues-paying members, the Board's newsletter, *The Columbus REALTOR®*, urged "every member get a member" during the late 1940s.

In 1959, my wife Zelma and I decided to build a house at 111 Riverview Park Drive. We are fortunate to have had many good friends in the real estate business. These "friends" erected a 4 by 8 foot sign in the front yard quoting, "Another Howard Johnson Coming Soon." They also put it in Multiple Listing with a lot of funny amenities. I have made many friends in the Board. They still call me frequently.

Prior to the Multiple Listing Service, some of the members of the Board at that time were Jack Havens, Eddie Johnson, Paul Falco and myself. We would meet at



1964 President Marvin C. Yerke passes the gavel to incoming President Orin Morris, at the 1964 Coronation Ball.

the Virginia Hotel every Thursday morning for breakfast. We would pass around the addresses of our listings acquired from the previous week.

One year George Tift bought a big Packard, tore out the rear seat, put in a desk, three chairs and a typewriter. He would take his secretary with him on appointments and, if the prospect was ready to buy, she would type the contract on the spot.

When John Galbreath was going to move his office to Pennsylvania, we formed a committee and went to see John. He opened a branch office in Pennsylvania, but stayed in Columbus. We are thankful he did as he contributed greatly to the Board over the years.

**A Service to the City**

When Maynard Sensenbrenner was Mayor of Columbus, he asked the Board to buy land needed for Bolton Field. Five of us volunteered to purchase the land and negotiated a sale to the city. As pay-



In February 1965, Morris installed new leadership for the Columbus chapter of the Women's Council of REALTORS®. From left, outgoing chapter President Margaret Miller, 1965 chapter President Jean Parker and Elly Creager, President of the Ohio chapter of WCR, with Morris.



Mr. and Mrs. Morris with Mr. and Mrs. Yerke before Orin takes over as President, at the 1964 Coronation Ball.



Incoming President Orin Morris is crowned "King" for 1965 at the December 1964 Coronation Ball, held at Scioto Country Club.

ment, the board received new furniture for the office.

I was President of the Board in 1965. It was an exciting, but uneventful year.

I have known Larry Metzger since he became our leader. Larry has and is doing a superlative job. His staff are some of the nicest people you would ever want to meet.

Sixty-one years and it feels like I have just begun. It has been a privilege to belong to the real estate community.