

*In the Know....*

*April 12, 2021*

"Life is a succession of lessons which must be  
lived to be understood."

— Helen Keller

## **MARK YOUR CALENDARS**

**APRIL 13 & 14 – CE Class – Zoom – CLASS IS FULL**

**APRIL 15 – Lunch-N-Learn 11:00 – 12:00 Zoom.**

**Speaker: Richelle Cohen Mossler, Esq. from IAR**

**Sponsored by Horizon Bank**

**For more information see flyer on page 4.**

**Please RSVP at [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593 to receive a  
zoom meeting link.**

**APRIL 27 & 28 – CE Class – Zoom – Registration form on page 3.**



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**Visit our website at [www.neindianarealtors.com](http://www.neindianarealtors.com)**

**2021**

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# UPSTAR 12HR CE **BROKERS & MANAGING BROKERS**

## REGISTRATION FORM

### 12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.)

**Tuesday, April 27, 2021 - via ZOOM**

UPSTAR | 3403 E. Dupont Road, Fort Wayne, IN

- ☐ The Ins and Outs of New Construction and Updates on Code (2CE) 8 AM–10 AM
- ☐ \*Professionalism and Real Estate (2CE) 10–12 PM  
(\* This class does NOT count toward the NAR Code of Ethics Requirement.)
- ☐ Soooo You Want to be an Investor (2CE) 1–3 PM
- ☐ Till Death Do Us Part (2CE) 3–5 PM

**Wednesday, April 28, 2021 - via ZOOM**

UPSTAR | 3403 E. Dupont Road, Fort Wayne, IN

- ☐ \*\*Hot Topics for Managing Brokers (4CE) 8 AM–12 PM  
(\*\* This class is for Brokers & Managing Brokers.)

### CLASS FEES:

**ZOOM DEAL!**

**\$50**

**CE PACKAGE**

for UPSTAR & NEIAOR  
REALTOR® Members!



Call Ashley Lanning at UPSTAR, (260) 426-4700, for questions regarding continuing education. All classes are held at the Upstate Alliance of REALTORS® (UPSTAR) office or at a specified offsite location. Pre-registration is encouraged for all continuing education programs shown above. You may register with UPSTAR via phone, or submit this form via email, fax, mail or in-person. Checks, cash, or credit cards (Visa & MasterCard) are accepted. Limited seating is available for walk-ins—taken on a first come, first served basis. **CANCELLATION POLICY:** You must cancel in writing 24 hours in advance to receive a refund.

### REGISTRATION AND PAYMENT *No reservations will be taken without payment.*

**REGISTER ONLINE:** UPSTAR members (only) may register online at [www.UpstarIndiana.com](http://www.UpstarIndiana.com) with a MasterCard of Visa

**REGISTER BY PHONE:** Call the UPSTAR office at (260) 426-4700 with a MasterCard of Visa

**REGISTER VIA THIS FORM:** ☐ VISA ☐ MASTERCARD ☐ CHECK ENCLOSED (Make check payable to UPSTAR)

Submit form via: **MAIL:** 3403 E. Dupont Rd, Fort Wayne, IN 46825 **FAX:** (260) 422-9966 or **EMAIL:** [Ashley@UpstarIndiana.com](mailto:Ashley@UpstarIndiana.com)

Name (Please print): \_\_\_\_\_

NRDS#: \_\_\_\_\_ License#: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Total Payment: \$ \_\_\_\_\_ Check No. (If paying by check) \_\_\_\_\_

#### CREDIT CARD INFORMATION

Name on Card: \_\_\_\_\_ Acct# \_\_\_\_\_

Exp: \_\_\_\_\_ Signature: \_\_\_\_\_



# Lunch n' Learn

## State Level Violations & Fines



**Richelle Cohen Mossler, Esq.**  
Indiana Association of REALTORS®

**Thursday, April 15, 2021**

**Format:** Via Zoom

**Time:** 11AM - 12 PM

**Hosted by:** NEIAOR

521 Professional Way  
Kendallville, Indiana

### **RSVP:**

Due to recent COVID-19 restrictions in our area, we will be holding the Lunch n' Learn via Zoom. Please RSVP to [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593 to receive a Zoom meeting link.

### **ATTEND & LEARN:**

Richelle is the General Counsel for Legal affairs at the Indiana Association of REALTORS®.

Join us as she discusses violations and fines that they see at the state level.

Participants will have an opportunity to ask questions during this session!

*Event Sponsored by:*





We have rebranded our app for buyers and sellers\* to Home by ShowingTime.

Please access the link below for more information:

[marketing.showingtime.com/newsletter/2021/march/st4mlsagents.html](https://marketing.showingtime.com/newsletter/2021/march/st4mlsagents.html)

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### **RPAC MOMENT**

Please think about what you and/or your office would like to contribute for the silent and live auctions.

## **WE ARE TAKING DONATIONS AND PLANNING THE EVENT FOR SEPTEMBER 16!!**

Auction items can be dropped off at the Board office or contact an RPAC committee person and they will be glad to pick them up.

**Contact:**

Dawn Miller, 260-367-1778

Cyndi Andrew, 260-466-5757

Kelly Grimes, 260-318-1770

Shala Cook-Hoover, 260-463-1111

Dani Rittermeyer, 260-499-1334

Kay Kunce, 260-316-1422

Keith Forbes, 260-318-2788

Patty Suetter 260-302-1899

The Board Office 260-347-1593

Thank you



## **APRIL MARKS FAIR HOUSING MONTH: NAR Launches New Resources for You!**

In honor of Fair Housing Month, the National Association of REALTORS® is sponsoring an educational event to keep you informed about the latest issues surrounding fair housing topics.

On April 15, in partnership with the Memorial Foundation Inc., builders of the Martin Luther King Jr. Memorial on the National Mall in Washington, D.C., NAR is sponsoring a special event, "The Past, Present, and Future of Fair Housing." Soledad O'Brien, an award-winning documentarian, journalist, speaker, author, and philanthropist, will host the event. Secretary of the U.S. Department of Housing and Urban Development Marcia Fudge is the headline speaker. **Watch "The Past, Present, and Future of Fair Housing" live, April 15, 2 p.m. Eastern, at [NAR's Facebook page](#).**

The following list of words used in listingdiv were taken from the NAR.REALTOR site.

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### **LISTINGDIV FAIR HOUSING WORD LIST**

Able Bodied	Impaired
Adult	Independent Living
Adult Living	Indian
African	Integrated
Aids	Jew
Alcoholics	Jewish
Asian	Jews
Bachelor	Latino
Blacks	Lesbians
Board Approval	Married
Catholic	Membership
Caucasian	Mentally Handicapped
Chicano	Mexican-American
Children	Mormon
Chinese	Mosque
Christian	Nationality
Christians	Newlyweds
Church	Older Person
Crippled	Physically Fit
Deaf	Racial
Drinkers	Religion
Employed	Religious
Empty Nesters	Singles
Ethnic	Spanish
Exclusive Neighborhood	Synagogue
Felons	Temple
Gays	Unemployed
Handicapped	White Only
Healthy	
Heterosexuals	





**SETRICARD ALERT:**

Effective January 1, 2022, agents will no longer have the ability to use the Sentricard for lockbox access. Switching to the app is very easy! Contact the Board Office with your cell phone number to start using the app today!

+++++

Do you have defective lockboxes at your office?

Call SentriLock support at 1-877-736-8745.

Give them the lockbox number and they will process a ticket for the box and help you determine what you need to do to get it fixed!



**ASSURANCE  
TITLE  
COMPANY**

## PLEASE HELP ME KEEP YOUR RECORDS UP-TO-DATE!

Your clients depend on your contact information to be correct. If you have an incorrect phone number or email address it could cost you a listing or showing. To check your information on the MLS

Click:

Membership

Agent roster

Type in your name

Search

Click on your name

Check your information.



If something is incorrect, contact the board office at [niaorl@mchsi.com](mailto:niaorl@mchsi.com) with your changes and I will get you updated!

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**, with all of your hard work, it may seem like the right time to go off  
on your own.**

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confidence you need to take the next step.

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**List Price Changes - Pending Status** – Effective today, changes to the “List Price” for properties in “pending” can only be made by Board staff. As we noted in previous emails, IRMLS began to receive complaints about agents changing the list price for pending properties. IRMLS agreed to change the security level so only Board Staff could change the List Price when a property was in “Pending”. We realize this may not solve the issue but it is a start. We will circle back with board staff to find out if this helped or not. If not, we can decide what to do next. At this time, Users with a security level of 4 or higher can still change the list price for properties in the ACTIVE Status.

**New Workflow:** The Listing Office or Listing Agent will submit a request to board staff to change the List Price when a property is in the Pending Status. The request must include verification of the seller’s written authorization.

**For Lease/For Rent:** Paragon includes 7 Property classes - 2 of those are “For Lease” (For Rent) classes. All Residential Lease/For Rent and Commercial For Lease/For Rent properties MUST be entered in the “For Lease” Class or the properties will not syndicate correctly or display on IDX sites or be available in MLS apps.

**Issue:** LIM includes a “*For Sale/For Rent/For Auction*” field that was added specifically to manage “For Auction” listing entry. Unfortunately, some Users are entering residential and commercial rental properties into the Residential and Commercial Class and selecting “For RENT” instead of entering the property into the For Lease Class. Users who want their Lease properties to display on syndication sites, IDX sites or be available in MLS apps MUST enter the rental listing into the For Lease Class.

**Resolution:** A new ERROR rule was added to both the Residential and Commercial Class to notify users who select “FOR Rent” that the selection is not a valid option for this class. Please see below. As it is, For Lease properties have limited public exposure so it is important for Users to enter their Lease listings in the appropriate Lease Class. For classes that don’t have a corresponding Lease class, For Rent may be selected, however, we are not sure how the vendors are handling the For Rent field through RETS.

New RESIDENTIAL X

NANCE

LISTING

Save

Tax Autofill

Reset Fields

Required Only

Open All

Close All

Accept Warnings

48 warnings, 10 errors < 1 of 11 >

⚠	Enter Parcel ID as 18 digits with no spaces, dashes or periods.	1214	Error
⚠	For Rent is not a valid option for this class	3794	Error

New COMMERCIAL X

ENANCE

LISTING

Save

Tax Autofill

Reset Fields

Required Only

Open All

Close All

Accept Warnings

61 warnings, 9 errors < 1 of 10 >

⚠

For Rent is not a valid option for this class

3797

Error

**Listed Coming Soon and Showing Time** – The Listed Coming Soon status is not available to any vendor through the RETS data. Recently, we began receiving reports that some LCS properties were in Showing Time as Back On Market.

**Issue:** A “Listed Coming Soon” property is automatically added to Showing Time when a User selects “Schedule a showing”. If the User selects ONLY the Listed Coming Soon property, the schedule a showing request will NOT be processed. If they select more than one listing i.e. Active and Listed Coming Soon; the Showing Time scheduler will work. The LCS property is added to Showing Time and flagged as BACK ON MARKET.

**Resolution:** Showing Time can flag the LCS status as a “DO NOT SHOW” property once changes are made to the back end data transfer. The property would change to “Allow Showings” on the Start Showing Date. We should have this resolved by the end of the week and will keep you posted.

178	<input checked="" type="checkbox"/>	Upstate A 18	46825-2444	No	7/15/2020 11:40 AM		7/15/2020	9266 Colchester Terrace	Cont-Other	202027159
179	<input checked="" type="checkbox"/>	Kosciusko 10	46510-9214	No	3/26/2021 12:44 PM		3/25/2021	7834 S 400 West	Listed Coming Soon	202109680

