

In the Know....

May 24, 2021

*Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership*

2021 EXECUTIVE BOARD OF DIRECTORS

Dani Rittermeyer, President

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Mike Patka, Past-President

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260-350-8603

Mark Hansbarger, Incoming President

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260-316-3192

Dawn Miller, Secretary/Treasurer

4dawnmiller@gmail.com

260-260-367-1778



Board of Directors

Trent Curtis

Kay Kunce

Mark Pontecorvo

Erica Amans

Keith Forbes

Patty Seutter

Amy Demske

Jennifer Streich

**For Association or MLS comments, concerns or
complaints, please contact one of your BOD
members. They will be happy to assist you.**

2021 MLS BOARD OF DIRECTORS

Mark Hansbarger

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Becky Maldeney

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260-570-5894

Trent Curtis

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Mike Patka

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Patty Seutter

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260-302-1899

2021

**MLS Board of
Directors**

Becky Maldeney

Mark Hansbarger

Trent Curtis

Shala Cook-Hoover

Mike Patka

Patty Seutter

QUOTE OF THE WEEK:

"Life's tragedy is that we get old too soon and wise too late."

— Benjamin Franklin

MARK YOUR CALENDARS

May 31 – Happy Memorial Day! Board Office Closed.

June 3 – MLS BOD Meeting 9:00 a.m. Board Office.

June 4 – Vacation day. Board Office Closed.

June 8 & 9 – CE Class- Zoom – Flyer coming.

June 11 – Vacation day. Board Office Closed.

June 22 & 23 – CE Class- Zoom – Flyer coming.

MLS SYSTEM CHANGE REQUEST PROCEDURE

If you would like to request a system enhancement on the MLS, please follow the outlined procedure:



- Member calls their local board to report the issue.
- AE will verify the issue.
- AE only can contact IRMLS support to validate the issue.
- Once issue is verified and documented, the enhancement request can go before the local board to consider. If the board supports the request, the AE will send the request to IRMLS support.
- Once IRMLS receives the enhancement request, they will review and determine what the next steps will be.

MEMBER NEWS:

2021 CE Classes Update

Openings for CE classes on June 8 & 9 and June 22 & 23 are now available. Flyer coming.

There are also free online classes available thru RECP. Visit RECP.org for more details.

NEW MEMBER-

Bryan C. Couperthwaite – C. Banker Real Estate Group

MLS Board Openings

If you would like to have an impact in your association, we invite you to consider joining the MLS board of Directors. We currently have 5 seats available. If you are interested, please contact a member of the board or the board office at niaro1@mchsi.com



Jeremy High
Mortgage Consultant | www.bawfg.com
260.999.7619
260.240.4797
jhigh@bawfg.com
www.bawfg.com/jhigh
10514 Coldwater Rd, Fort Wayne, IN 46825 | Fax: 260.366.4904

We are the **#1** place to
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NMLS# 586065


3 RIVERS  NMLS# 556303

**“Like” us on Facebook
at Northeastern IN Association
of REALTORS®!!**



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Bailey & Wood
MORTGAGE LENDER
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F: 260.344.2838



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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!! SEE THE FLYER ON THE NEXT PAGE WITH ALL OF THE DETAILS!

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!!



Northeastern Indiana Association of REALTORS®

2021 RPAC FUNDRAISER & AUCTION

**AWESOME
DOOR PRIZES**



RPAC helps us protect our industry. The RPAC objective is to ensure that the individuals who pass the laws, that affect our livelihood, believe in private property rights and the free enterprise system. RPAC is the third largest political advocacy group in the United States.

Thursday, Sept. 16
11 AM – 1 PM

The Woods, Too

6500 S 1170 E | Hudson, IN 46747

RSVP BY SEPT. 10

(260) 347-1593 or niaor1@mchsi.com

EVENT PARTNERS



Farmers State Bank





Paragon Webinar Shorts for May 2021

Wednesday, May 26th

Paragon Home Page - Quick Search

Wednesday, May 26th | 11 a.m. CT

[REGISTER >>](#)

Paragon Home Page - Contact Activity Widget

Wednesday, May 26th | 12 p.m. CT

[REGISTER >>](#)

Paragon Connect - Access Website

Wednesday, May 26th | 1 p.m. CT

[REGISTER >>](#)

Paragon Connect - Contact Record Access in Collab Center

Wednesday, May 26th | 2 p.m. CT

[REGISTER >>](#)

Thursday, May 27th

Paragon Connect - Searches

Thursday, May 27th | 11 a.m. CT

[REGISTER >>](#)

Paragon Connect - Buyer Details

Thursday, May 27th | 12 p.m. CT

[REGISTER >>](#)

Paragon Connect - Seller Details

Thursday, May 27th | 1 p.m. CT

[REGISTER >>](#)

Agent Branding in 3 Preferences

Thursday, May 27th | 2 p.m. CT

[REGISTER >>](#)



Infrastructure Maintenance Window

Wednesday, May 26, 2021

12:00 AM-6:00 AM Central Time

We will be performing our monthly, “system-wide” infrastructure **downtime maintenance**.

Update window

Start: May 26, 12:00 AM CT

End: May 26, 6:00 AM CT

Paragon, Mobile, Paragon Connect, PXL, RETS, and BKFS Hosted LAMPS Products will be unavailable during this window.

Data Share, Parallel, and Membership Import tasks will be disabled and websites that rely on Paragon data, such as photos, may be affected.



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

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 | |



**ASSURANCE
TITLE
COMPANY**



Sell Score Search Attribute

The Realist Sell Score is now a searchable attribute available under My Search→Customize Search. The Sell Score is based on the Propensity to List model, now featuring a numerical value (0-1000) that predicts the relative likelihood a property will be listed for sale in the next six months. The user is now able to select the Sell Score attribute (under Customize Search) and add it to their My Search template. Once selected, the user is able to search for properties based on the desired sell score value(s) and ranges, and then proceed with downloading property detail reports, exporting, or creating mailing labels.

Sell Score Ratings and Values:

- Very High: 831-1000
- High: 625-830
- Moderate: 502-624
- Low: 354-501
- Very Low: 0-353

To use the Sell Score Search Attribute:

- In My Search navigate to Customize Search→Sales Information→Sell Score
- Select Sell Score and add it into search template and click **Save** or **Apply**
- Now navigate to the My Search panel and locate the Sell Score attribute
- Sell Score attribute can be searched using 1 of 3 search operators:
 - **Is=** to search for properties with a specific sell score (e.g. Is=750)
 - **Is Between=** to search for properties with between two values (e.g. Is Between=750 to 800)
 - **Is Greater Than=** to search for properties greater than a specific value (e.g. Is Greater Than=750)

Please Note: The Sell Score search attribute can only be used when a single county is selected. When multiple counties are selected, the Sell Score attribute is grayed out under **Customize Search** and cannot be selected. If the user has already added the Sell Score to their search form and proceeds to go from single county to multiple counties, the attribute will also be grayed out on the **My Search** form. CoreLogic is working to expand this search to allow for multiple counties in the near future.

Customize Search

Please select recent saved search or create a new one:

New Search

Type Search Name*

Search template

Search template with values

| Categories | Attributes Options | 1/30 selected | Selected Attributes |
|--------------------------|--|---------------|---------------------|
| All Categories | <input type="checkbox"/> Recording Date <input type="checkbox"/> Sale Date | | Sell Score |
| Owner information | <input type="checkbox"/> Sale Price <input checked="" type="checkbox"/> Sell Score | | |
| Geography | <input type="checkbox"/> Seller Name | | |
| Characteristics | | | |
| Listing information | | | |
| Assessment & Tax | | | |
| Sales information | | | |
| Foreclosure & Distressed | | | |
| Mortgage information | | | |

Cancel

Save

Apply

Orange, CA Change County

QUICK SEARCH MY SEARCH

Saved Searches

Customize Search Save

Baths - Total is between

Building Sq Ft is between

Lot Sq Ft is between

Record Date is between

01/01/2010 01/11/2010

Sell Score is between

800 950

Clear Searches Search

View results (90 matches)

1 - 1000 1001 - 2000 2001 - 3000

Map

Split Map List

Roadmap

Parcel

Map data ©2021 Google, INEGI 20 km Terms of Use Report a map error

90 results | 90 selected

Customize Table

| | | | | Owner Name | Site Address (Text) | Sell Score | ZIP Code |
|-------------------------------------|----|--|--|----------------------------|---------------------|------------|----------|
| <input checked="" type="checkbox"/> | 1 | | | PARK SANG HOON/PARK SOO | 17 Frances Cir | 886 | 90621 |
| <input checked="" type="checkbox"/> | 2 | | | MUNDI DAJIT K/MUNDI SUKH | 507 S Citadell Ln | 810 | 92806 |
| <input checked="" type="checkbox"/> | 3 | | | LE AN THIEN/PHAM LENNIE H | 11962 Medina Dr | 850 | 92840 |
| <input checked="" type="checkbox"/> | 4 | | | VAN DOAN ANETTE | 2121 Lewis St | 883 | 92706 |
| <input checked="" type="checkbox"/> | 5 | | | RELATORES AURORA S | 421 S Euclid St | 877 | 92802 |
| <input checked="" type="checkbox"/> | 6 | | | FOX PENNY P Y LIVING TR | 8359 Santa Fe Dr | 883 | 90620 |
| <input checked="" type="checkbox"/> | 7 | | | DIGWALEKAR SAGAR/DIGWALE | 4328 W Simmons Ave | 865 | 92868 |
| <input checked="" type="checkbox"/> | 8 | | | ROSS STEPHEN E/ROSS JENNIF | 16081 Jereva Cir | 824 | 92647 |
| <input checked="" type="checkbox"/> | 9 | | | SADDLER THOMAS RAY/THE TH | 8704 Sumner Pl | 804 | 90630 |
| <input checked="" type="checkbox"/> | 10 | | | LEE SUN YER | 1821 Beasley Ct | 802 | 92833 |

Export ~ Print Email Labels Postcards

Reports

Benefits

The Realist Score is a valuable data point that allows agents to search for properties that are more likely to become listings. Built using CoreLogic's Propensity to List model, properties with a "high" score can signify have higher chances of being listed, due to market conditions, sales data, valuation, and other proprietary CoreLogic data. This information can be beneficial for agents and real estate professionals looking to build or refine their prospecting & farming lists.



"ShowingTime is reporting that on Wednesday evening, May 19th, T-Mobile/Sprint began filtering/blocking a small percentage of inbound ShowingTime text messages (SMS) without any notice or options available to the recipient. Unfortunately, T-Mobile/Sprint has indicated that they will not remove the blocks until May 29th.

While this is outside ShowingTime's control, they will continue to monitor this and work with the carrier. In the interim, we encourage all T-Mobile/Sprint customers to download the ShowingTime mobile app to help ensure you don't miss any appointments. With the ShowingTime mobile app, you'll receive "push" notifications that are similar to the SMS notifications you receive through text but are not susceptible to being affected by any SPAM filters or carrier issues. You'll also have quick access to additional features available in the app such as mobile reports and feedback."

We will continue to keep you posted as soon as we have any updates to share.

Local Market Update for April 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



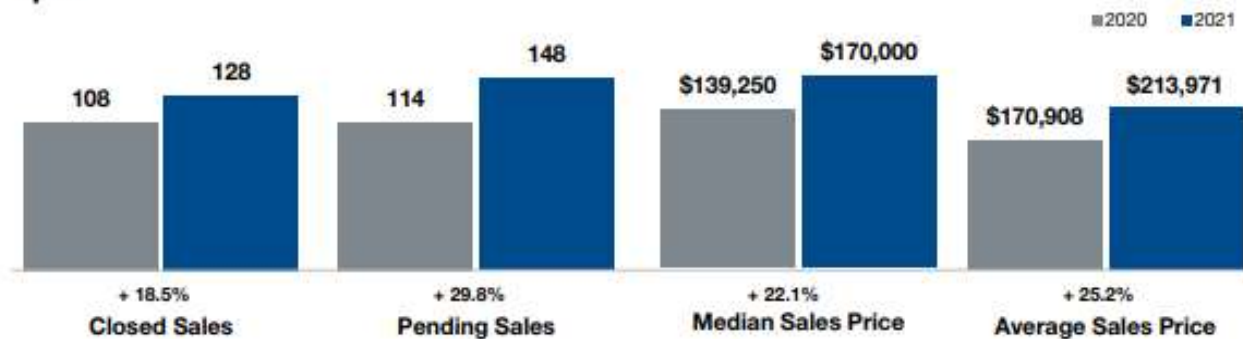
Northeastern Indiana Association of REALTORS®

This report includes DeKalb, LaGrange, Noble and Steuben counties.

| Key Metrics | April | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 4-2020 | Thru 4-2021 | Percent Change |
| New Listings | 122 | 189 | + 54.9% | 550 | 517 | - 6.0% |
| Closed Sales | 108 | 128 | + 18.5% | 433 | 419 | - 3.2% |
| Median Sales Price | \$139,250 | \$170,000 | + 22.1% | \$140,900 | \$161,000 | + 14.3% |
| Percent of Original List Price Received* | 95.5% | 99.8% | + 4.5% | 95.9% | 98.5% | + 2.7% |
| Months Supply of Inventory | 2.1 | 1.0 | - 52.4% | -- | -- | -- |
| Inventory of Homes for Sale | 311 | 145 | - 53.4% | -- | -- | -- |

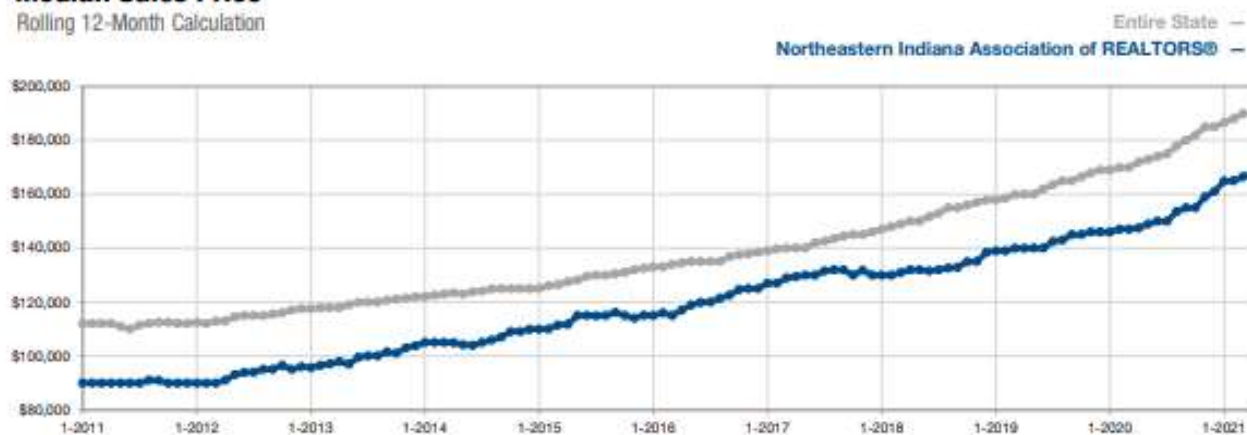
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

April



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.