

In the Know....

January 24, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2022 EXECUTIVE BOARD OF DIRECTORS

Mark Hansbarger, President
mark@hansbarger.com
260-316-3192
Dani Rittermeyer, Immediate Past-President
dani@alwaysre.com
260-499-1334
Dawn Miller, Incoming President
4dawnmiller@gmail.com
260-367-1778
Patty Seutter, Secretary/Treasurer
pattys@c21bradley.com
260-302-1899

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

2022 MLS BOARD OF DIRECTORS

Dani Rittermeyer-President
dani@alwaysre.com
260-499-1334

Trent Curtis -Vice President
trent@trentcurtis.com
260-350-4477

Shala Cook-Hoover-Secretary
shalacook@hotmail.com
260-463-1111

Becky Maldeney
beckymaldeney@gmail.com
260-570-5894

Mark Hansbarger
mark@hansbarger.com
260-316-3192

Patty Seutter
pattys@c21bradley.com
260-302-1899

Jennifer Streich
jstreich@hoslerrealty.com
260-302-5200

Vinnie Crump
vincecrump1@gmail.com
260-318-4990



Board of Directors

Trent Curtis
Kay Kunce
Keith Forbes
Jennifer Streich
Joe Sells
Matt Stezowski

2022

**MLS Board of
Directors**

Becky Maldeney
Mark Hansbarger
Trent Curtis
Shala Cook-Hoover
Patty Seutter
Dani Rittermeyer
Jennifer Streich
Vinnie Crump

QUOTE OF THE WEEK:

"What good is the warmth of summer, without the cold of winter to give it sweetness

-John Steinbeck

MARK YOUR CALENDARS

January 31 – Legislative Conference in Indy. Board Office Closed.

February 8 & 9 – C/E Classes – Zoom – Register online at upstarindiana.com or call 260-426-4700.
Course Cost: \$50.00

February 10 – BOD Meeting 9:00 a.m. Board Office.

February 10 – MLS BOD Meeting 10:15 a.m. Board Office.

February 14 – Happy Valentine's Day!

February 22 & 23 – C/E Classes – Zoom – Register online at upstarindiana.com or call 260-426-4700.

April 12 & 13 – C/E Class – in person at NEIAOR Board Office. See flyer on page 6.

**ASSURANCE
TILE
COMPANY**

MEMBER NEWS:

C/E Classes:

February 8 & 9 – Registration open – Zoom Format
February 22 & 23 – Registration open – Zoom Format

Cost: \$50.00

Zoom Format – Register online at upstarindiana.com or call 260-426-4700.

IN PERSON CLASSES NOW AVAILABLE!

See flyers on pages 6 & 7 for more details!

RPAC Moment:

We are now accepting donations for the 2022 RPAC Auction. Please drop donations off at the Board Office or to any RPAC Committee Member.

See the flyer on page 4 and page 5 for more details!

[illegible]

New Member:

Janie Garrison – Hosler Realty - Kendallville





Jeremy High

NMLS#27234

Mortgage Consultant | NMLS#1580647



260.999.7619



260.240.4797



jhigh@bawfg.com




www.bawfg.com/jhigh



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Eric Smothermon
260.609.4622
esmothermon@trfcu.org
NMLS# 586065

3 RIVERS
  NMLS# 556303

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



Steve Hostetter

BRANCH MANAGER

NML# 454468

260.403.8642

shostetter@bawfg.com


www.bawfg.com/shostetter



Bailey & Wood
MORTGAGE LENDER
NMLS #10331

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Visit our website at:
www.neindianarealtors.com

Northeastern Indiana Association of REALTORS®

RPAC Fundraiser & Auction



2022

**Thursday
April 21**

11 AM — 1 PM

The Moxie

Formerly The Woods Too

6500 S 1170 E
HUDSON, IN

RSVP

by April 15

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



WHY RPAC

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.

LUNCH PROVIDED BY THE EVENT PARTNERS



Farmers State Bank



CLAYTON MORTGAGE TEAM
MID AMERICA
MORTGAGE, INC.

TWO AWESOME DOOR PRIZES

RPAC FUNDRAISER AND AUCTION EVENT HAPPENINGS

We are taking donations and planning the event for April 21! Please be thinking about what you and/or your office would like to contribute for the silent and live auctions this year.

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



Committee Member Contacts:

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 Kunc: 260-316-1422

Keith Forbes: 260-318-2788

Patty Seutter: 260-302-1899

The Board Office: 260-347-1593



NEIAOR 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 12, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ How NOT to Get Sued (4CE) 8 AM – 12 PM
(Instructors: Joe Mishak & Renee Cox)
- ☐ Safeguarding You and Your Real Estate Transactions (2CE) 1–3 PM
(Instructor: Margaret Sklenar)
- ☐ Understanding Real Estate and Mortgage Fraud (2CE) 3–5 PM
(Instructor: Margaret Sklenar)

Wednesday, April 13, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ **Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM–12 PM
(Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.

CLASS FEES:

Our Best Deal!
\$75 package

for Northeast REALTOR® Members!

- Hourly Class Rate:
 - Northeast Members: \$10 per hour
 - REALTORS® from other associations: \$15 per hour
 - All other non-member licensees: \$20 per hour
- Package Rate (Includes all 12 hours)
 - REALTORS® from other associations: \$135
 - All other non-member licensees: \$190

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: <https://members.upstarindiana.com/events> (MasterCard or Visa Only)

REGISTER BY PHONE: Call the UPSTAR office at (260) 426-4700 (MasterCard or Visa Only)

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

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: _____ Billing Zip Code: _____ Signature: _____

NEIAOR 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, June 7, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ How NOT to Get Sued (4CE) 8 AM—12 PM
(Instructors: Joe Mishak & Renee Cox)
- ☐ Safeguarding You and Your Real Estate Transactions (2CE) 1—3 PM
(Instructor: Margaret Sklenar)
- ☐ Understanding Real Estate and Mortgage Fraud (2CE) 3—5 PM
(Instructor: Margaret Sklenar)

Wednesday, June 8, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ **Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM—12 PM
(Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.

CLASS FEES:

Our Best Deal!
\$75 package

for Northeast REALTOR® Members!

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Phone: _____ Email: _____

Company Name: _____

Company Address: _____

Total Payment: \$ _____ Check No. (if paying by check) _____

CREDIT CARD INFORMATION

Name on Card: _____ Acct#: _____

Exp: _____ Billing Zip Code: _____ Signature: _____

Local Market Update for December 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



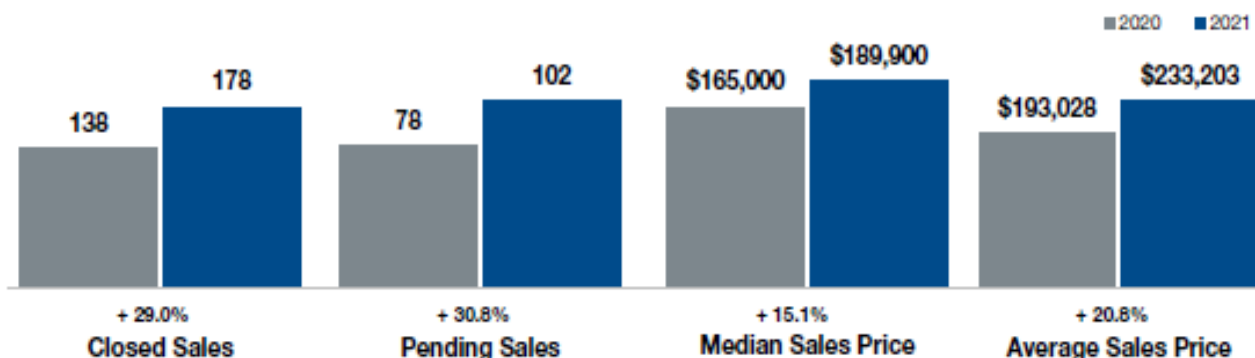
Northeastern Indiana Association of REALTORS®

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

Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	54	94	+ 74.1%	1,779	1,895	+ 6.5%
Closed Sales	138	178	+ 29.0%	1,750	1,747	- 0.2%
Median Sales Price	\$165,000	\$189,900	+ 15.1%	\$161,000	\$182,100	+ 13.1%
Percent of Original List Price Received*	97.2%	98.9%	+ 1.7%	97.3%	98.9%	+ 1.6%
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Inventory of Homes for Sale	142	148	+ 4.2%	--	--	--

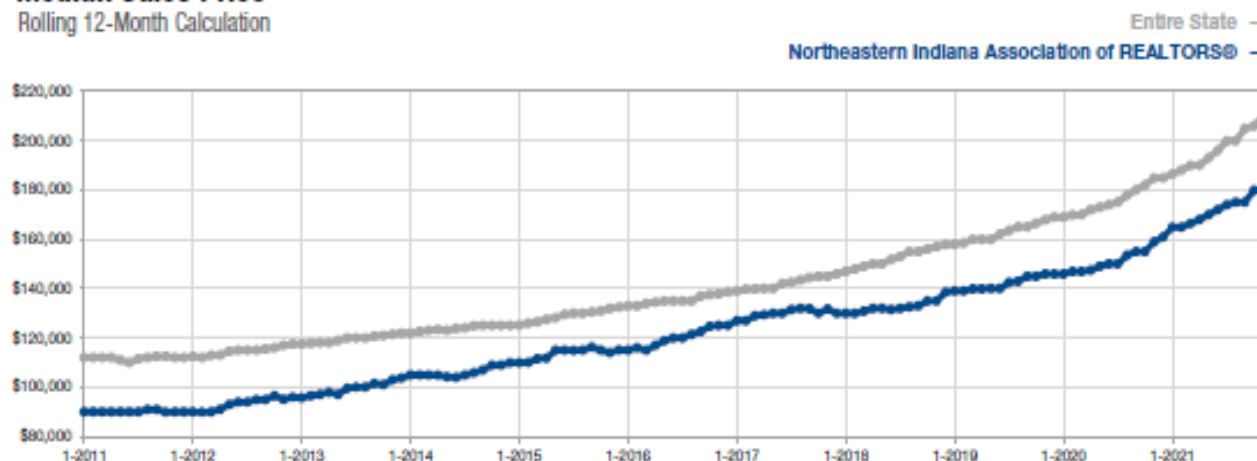
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

December



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.



eSignature + Forms Is a Win-Win

Encourage your members to move to digital with DocuSign. Exclusively for associations, [DocuSign](#) is offering an eSignature plan to your members at no cost. Members can directly access your form libraries to send for eSignature with the Forms for Real Estate feature.



Our popular webinars are back for 2022! Click on "Register" below to sign up for your preferred Paragon Training Webinars.

Customizing Searches

Presented by Natalie King

Wednesday, January 26th | 11 a.m. CT | [REGISTER >>](#)

Hotsheet Searches

Presented by Natalie King

Thursday, January 27th | 1 p.m. CT | [REGISTER >>](#)

Price Analysis - *New!*

Presented by Gary Arnett

Monday, January 31st | 1 p.m. CT | [REGISTER >>](#)

2022 MEMBER BENEFIT CONTINUING EDUCATION



+



Powered by the Indiana Association of REALTORS®

HOW-TO: ACCESS YOUR IAR MEMBER BENEFIT CE

[Start at RECP.org](https://www.recp.org)

RECP is IAR's school

1. Enter your username (typically your email address) and password and click "Login."
Please do not create a new account or pay for CE.
2. Once you are logged in, you will be on the "Registrations" page. Look for the 2022 CE package and click "Access Course" to the right side of the listing.
3. Start one of the four 2022 courses!

[Email RECP staff for help logging in](#) or call 1-800-742-4067. *Please do not create a new account or pay for CE.*

2022 CE PACKAGE = 12 TOTAL HOURS

1. **Antitrust: Let's Fix This!** – 3 hours, Broker credit
2. **Forms: What You Should Know** – 4 hours, Broker & Managing Broker credit
3. **H2O Risks, Rights, and Regulations** – 3 hours, Broker credit
4. **Fair Housing: History and Current Events** – 2 hours, Broker credit

You may complete one, two, three or all four of the courses – at any time, in any order. You may stop and restart the courses whenever and as often as you need. Logout to ensure your progress is saved. You will get your certificate of completion immediately so long as you pass the assessment at the end of the course and fully complete the survey that follows. You can also access your certificate(s) of completion any time in your RECP account. [Email RECP staff for help or with questions](#) or call 1-800-742-4067.



Register Today!

The exclusive 2022 REALTOR® Broker Summit early bird registration rate for NAR members is \$299.00 and will not last for long – ending 1/31/22. Regular pricing becomes \$349.00.

Visit the official [REALTOR® Broker Summit site](#) to register or to learn more.

Register for your seat today!



[Apply Now for 2023 NAR Leadership Academy](#)

You have until Feb. 14 to submit your application for the program that identifies, inspires, and mentors emerging leaders at local and state associations. Participants can experience multiple facets of leadership and define their leadership style along the way.



ATTENTION BROKER/OWNERS:

YOUR IRMLS RECERTIFICATION PARTICIPATION AGREEMENT WAS SENT TO YOUR EMAIL ON AUGUST 27. BELOW IS A COPY OF THE FIRST PAGE OF 5 PAGES. THIS MUST BE COMPLETED TO UPDATE THE IRMLS AND ENSURE THAT THEY HAVE YOUR CHOICE OF COPYRIGHT PROTECTION IN THEIR FILES. IF YOU NEED ANOTHER COPY SENT TO YOU, PLEASE CONTACT THE BOARD OFFICE AT NIAOR1@MCHSI.COM.

Indiana Regional MLS LLC Participant Agreement

This AGREEMENT is made and entered into by
Indiana Regional MLS LLC ("IRMLS"), with offices at 1415 Union Street,
Lafayette, IN 47904; and
with offices at _____ ("Firm Participant"),

DEFINITIONS AND USAGE.

1. **Definitions.** For purposes of this Agreement, the following terms shall have the meanings set forth below.

Association: The REALTOR® association or multiple listing service organization through which Firm Participant and Subscribers receive the IRMLS Service.

Association Policies: The rules and regulations, and policies and procedures adopted by Association's board of directors or authorized delegates, as Association amends them from time to time.

Individual Participants: With regard to each office of Firm Participant, the individual responsible for Firm Participant's conduct under IRMLS Policies that is a "participant" as that term is defined in the IRMLS Policies.

IRMLS Affiliates: IRMLS Affiliates means IRMLS and its officers, directors, employees, agents, representatives, licensors and shareholders.

IRMLS Database: All data available to Firm Participant on the IRMLS System, including the Participant Contribution and all other text, binary, and photographic image data, in any form now known or hereafter discovered.

IRMLS Policies: IRMLS's then current bylaws, rules and regulations, and policies and procedures adopted by IRMLS's board of directors or authorized delegates, as IRMLS amends them from time to time.

IRMLS Service: The services IRMLS provides to Firm Participant under this Agreement and similar services IRMLS provides to third parties under similar agreements, including any access or license to the IRMLS Software, the IRMLS Database, and the IRMLS System.

IRMLS Software: IRMLS's proprietary web browser interface(s) to the IRMLS System.

IRMLS System: The aggregate of all hardware and telecommunications systems that IRMLS maintains, or that IRMLS contractors maintain on its behalf, in order to make access to the IRMLS Database available to Firm Participant.

Other Participants and Subscribers: All Participants and Subscribers of IRMLS not party to this Agreement.

Participant Compilation Contribution or "PCC." All selection, coordination, and arrangement by Subscribers of the listing information submitted, contributed, or input in the IRMLS System, including the choice, classification, categorization, ordering, and grouping of material or data that is included in the IRMLS System. PCC does not include original text or photographs.

Participant Contribution: All data that the Subscribers submit, contribute, or input in the IRMLS System, including text, photographs, images, and other materials, in any form now known or hereafter discovered, except the PCC.

Saved Information: Information that Subscribers store in the IRMLS System for their own later use that is not intended by them to be available to Other Participants and Subscribers, including client prospect and contact information.

Subscribers: Firm Participant's employees, contractors, salespeople, and assistants (whether licensed or unlicensed as real estate agents or appraisers).

IRMLS Participant Agreement
August 1, 2021

2. **Usage.** The following usages apply to any interpretation or construction of this Agreement, unless the context clearly indicates otherwise.

(a) Wherever the term "including" is used, it means "including, but not limited to."

(b) The singular and plural numbers and masculine, feminine, and neuter genders of words are fully interchangeable.

(c) Wherever the term "law" is used, it means all statutes, regulations, and case law, both state and federal, as they are amended. Without limiting the generality of the foregoing, "law" expressly includes all state and federal fair housing statutes and regulations.

IRMLS'S OBLIGATIONS.

3. Subject to the terms and conditions of this Agreement and the IRMLS Policies and/or Association Policies, Association shall provide one unique user ID and password to each of the Subscribers that is authorized to obtain access to the IRMLS service by virtue of this Agreement or another license agreement; and Individual Participants for which Firm Participant is responsible shall have all rights and obligations of a participant in IRMLS as set forth in the IRMLS Policies and/or Association Policies. The user ID and password will provide Individual Participants access to all data and functions in the IRMLS Service to which Individual Participants are entitled under the IRMLS Policies and/or Association Policies. IRMLS makes no warranties, however, that the IRMLS Service will be available at all times.

FIRM PARTICIPANT ACKNOWLEDGMENTS.

4. **Modifications to service.** IRMLS may, but is not required to, modify the IRMLS Service, including removing information and making additional information available, and adding and removing system functions. Certain products and services made available in conjunction with the IRMLS Service may be subject to agreements other than this Agreement and may require payment of additional fees.

5. **Editorial control.** IRMLS is not required to, and assumes no responsibility to, review, edit, or exercise editorial control over the IRMLS Database or the Participant Contribution; use of either is subject to the exclusions of warranties and limitations of liabilities set forth in this Agreement. The foregoing notwithstanding, IRMLS may take any steps necessary in its judgment, including deleting the Participant Contribution or portions thereof, to avoid or remedy any violation of law, breach of the IRMLS Policies, Association Policies, or infringement of intellectual property right. Additionally, IRMLS shall have the right to alter and/or remove metadata and copyright management information contained in the Participant Contribution.

6. **Conditions of service.** Firm Participant must at all times have an Individual Participant designated for each office. Firm Participant shall ensure that at all times Individual Participants for which Firm Participant is responsible under this Agreement satisfy the prerequisites for participation in the IRMLS Service. The prerequisites are set out in the IRMLS Policies and/or Association Policies; at present, they include a requirement that Individual Participants either (a) hold a real estate broker's license, be actively engaged in real estate brokerage, and offer and receive offers of compensation from other brokerage firms; or (b) be licensed or certified by an appropriate regulatory agency to engage in the appraisal of real property. Individual Participants must maintain active membership in a REALTOR® association at all times during the term of this Agreement. Subscribers may enter and retrieve active listing information