

In the Know....

March 16, 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

Michele Guin
micguin@aol.com
260-579-7316



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
Michele Guin

QUOTE OF THE WEEK:

Remember that sometimes not getting what you want is a wonderful stroke of luck!

-unknown

MARK YOUR CALENDARS

March 17 – Lunch-n-Learn 11:00-1:00 at Board Office. See flyer on page 6

March 17 – Happy St. Patrick's Day!

March 21 – Board Office Closed

April 12 & 13 – C/E Class – in person at NEIAOR Board Office. See flyer on page 7.

April 21 – RPAC Auction 11:00 – 1:00 at The Moxie (formerly the Woods Too). See flyer on page 4.



MEMBER NEWS:

C/E Classes:

IN PERSON CLASSES NOW AVAILABLE AT THE BOARD OFFICE!

See flyers on pages 7 & 8 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 flyers on page 4 and page 5 for more details!

ΛΛΛ

Retiring-

Mary Malle – Bayside Realty

New Affiliates -

Shawn Landez - Vandyk Mortgage
Stephanie Weldy – Interra Credit Union
Lori Bolyard – Interra Credit Union
Cory Brown – Interra Credit Union
Gina Champion – Interra Credit Union

OBITUARY

Joseph Vernard Shively - former local realtor
MARCH 23, 1931 – MARCH 12, 2022

Beams Funeral Home





Jeremy High

NMLS#27234

Mortgage Consultant | NMLS#1580647

- 📞 260.999.7619
- 🏠 260.240.4797
- ✉️ jhigh@bawfg.com
- 🌐 www.bawfg.com/jhigh



10514 Coldwater Rd, Fort Wayne, IN 46825 | Fax: 260.366.4904

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Eric Smothermon
 260.609.4622
esmothermon@trfcu.org
 NMLS# 586065

3 RIVERS  **NMLA** NMLS# 556303

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



Steve Hostetter

BRANCH MANAGER

NML 58454468
260.403.8642
shostetter@bawfg.com
www.bawfg.com/shostetter



265 Duessenberg Dr, Auburn, IN 46706
10514 Coldwater Rd, Fort Wayne, IN 46845
O: 260.570.4114
F: 260.344.2838



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 Title Insurance Specialist
abbie@assurancetitleco.com

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!



If you like lemons this is your basket!!!
“Squeeze” you at the auction!

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





NORTHEASTERN INDIANA
ASSOCIATION OF REALTORS®

Grassroots Marketing

Customizing compelling content for your target audience

Thursday, March 17
11 am—1 pm

NEIAOR Office

521 Professional Way
Kendallville, IN

Discussion Topics

- The Client Cycle & How to Win the DAY!
- The Center of Success—Your database referral system at a glance.
- Steps you can take on a daily basis to help improve and continuously grow your business.

Our Speaker

JESSICA MAXWELL

Account Manager
Trademark Title



RSVP by phone or email to:

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

LUNCH PROVIDED FREE
Courtesy of our event partner



TRADEMARK TITLE

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 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!

- Hourly Class Rate:
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Company Name: _____

Company Address: _____

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

CREDIT CARD INFORMATION

Name on Card: _____ Acct#: _____

Exp: _____ Billing Zip Code: _____ Signature: _____



Introducing Account Toggle

Tired of continually signing in and out of multiple accounts on the SentriKey Real Estate website and app? Those days are gone. We're thrilled to announce our new Account Toggle feature.

We're here to make your life easier through technology and we are excited to announce our new Account Toggle feature available in both the SentriKey Real Estate website and app. If you are a REALTOR® with multiple accounts you can now easily toggle between them – no more signing out, signing back in, trying to remember multiple passwords and trying to remember what is in which account.



It's easy to use this feature. Here's how:

1. Sign into your SentriKey® Real Estate account.
2. Go to your Account Settings and click on your Profile.
3. Your current account that you are actively logged into will be shown and below that will be an "Add Account" option.
4. To add existing accounts, select "Add Account" and log into an additional account with those credentials.

5. Once you successfully login to the account you'd like to add, a success message will be displayed showing that account has been added to your profile.
6. The coordinating information (including all assets for each account – lockboxes, listings, account information, message center notifications) will appear after you toggle to your other account, and you can toggle back and forth between accounts within your profile settings.

*Please note that the agent safety feature will not be impacted by this change.

What's App-ening!



What's New?

We are constantly innovating to bring you new and improved features to your SentiKey Real Estate App. Click on the links below to find out about these new features.

- [Touch-N-Show®](#)
- [Account Toggle](#)
- [SentiKey® Real Estate Apple Watch App](#)



Do You Need a Personal Assistant?

We all find ourselves in need of a personal assistant right? Well with SentiKey Showing Service® you have one in your pocket!

SAM, the SentiKey® Assistant for Mobile will help you adjust your busy day on the fly.

SAM™ Features:

- Reschedules showings
- Push notification reminders to leave for your appointment
- Cancel appointments that have gone pending and reschedules remaining appointments in your itinerary





Attention Members who use custom reports/views in Paragon

- Make sure to add the Broker compensation field to your reports
- Update your disclaimer
- Review your fields displayed on your reports. Reports may have inactive fields and outdated disclaimers.

Add the following fields to your custom reports

Add Broker Compensation field to your Reports -

Field Names: Tenant Brkr Compensation – Commercial & Residential Lease

Field Name: Rfr. Broker Compensation – Commercial & Residential Lease

Field Name: Buyer Broker Compensation – Residential, Investment, Lots/Land, Commercial, Farms/Ranch

Add Disclaimer – IRMLS standard disclaimer for 2022

Information is not guaranteed. Included properties may not be listed by the Office/Agent presenting this report. Report may not contain all available data. **Offer of compensation is made only to participants of the Indiana Regional Multiple Listing Service, LLC (IRMLS).** © 2022 IRMLS. All Rights Reserved.

Please maintain your reports on a regular basis!

When IRMLS makes a change to the fields in Paragon, the reports are **NOT** automatically updated. Suggested areas to review:

- Copyright date must be updated annually
- Update reports to comply with any policy changes (as needed)
- Review fields and remove inactive fields

**ASSURANCE
TITLE
COMPANY**



IRMLS 3 UP Comparison – The 3 UP Comparison Report has been updated and renamed to the **IRMLS 3 Up Comparison** Report. The report is scheduled for re-activation on March 8th and will be available for all property classes. **NOTE:** The 3 UP Comparison report was originally inactivated as part of Phase 1.

REPORTS – MULTI-UP – CUSTOM THUMBNAIL – CREATED 3/7/22

IRMLS Thumbnail (New)

Checked

All

Email

Share

Save

Print

Export

Customize

Correction

Actions

More

202207196

RESIDENTIAL


410 4th NW Street

Linton

IN

47441

Active



1 of 32

Area

Greene County

Township

Stockton

Subdvn

None

Elemtry

Linton-Stockton

Middle

Linton-Stockton

High

Linton-Stockton

Prop SubType

Site-Built Home

Style

One and Half Stor

Year Built

1900

Lot Sz Acres

0.1800

Possession

day of closing

BBC

2.5%

Listing Price

\$79,900

Selling Price

Total SqFt

1,668

Bedrooms

3

Full Baths

2

Half Baths

0

Remarks

Residential or Commercial Possibilities. COMMERCIAL...Great location for your business in PRIME business area. Extra parking possibilities off 5th St. Three entry doors. Three large rooms could be offices/conference room and lobby. RESIDENTIAL: Huge living room & formal dining room. Spacious 3 bedrooms & 2 full bathrooms. Two bedrooms on main level and 1 bedroom on upper level. Two full bathrooms. Stand up shower. Roomy kitchen with breakfast nook. Ceramic tile. Metal roof. New carpet thru-out home. Enclosed front porch. Covered front and back porch. One car detached garage with storage room. Corner lot.

Listing Agent & Office

Risa Dvar

Risa Dvar Real Estate

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H

M

202207158

RESIDENTIAL


207 W Henry Street

Farmland

IN

47340

Active



1 of 25

Area

Randolph County

Township

Monroe

Subdvn

None

Elemtry

Monroe Central

Middle

Monroe Central

High

Monroe Central

Prop SubType

Site-Built Home

Style

One and Half Stor

Year Built

1870

Lot Sz Acres

0.2390

Possession

DOC

BBC

3%

Listing Price

\$79,900

Selling Price

Total SqFt

1,888

Bedrooms

2

Full Baths

1

Half Baths

1

Remarks

Nice two story home located in Historic Farmland on dead end street with large living room, 2 detached garages and storage shed. Main garage is a mechanic's dream. Large 27X24 two car garage with 10' + ceilings, drain in floor and 60,000 BTU gas heater. Home has many updates including new 30 year shingle roof added September 2021, High efficiency gas furnace, 200 amp electrical, some double hung replacement windows, new vinyl flooring in the kitchen, new surround and faucet in bathroom, new window blinds throughout, new door locks on house and garages and entire interior has been freshly painted. This home also has lots of character with wrap around porch, French doors off

Listing Agent & Office

Steven Prybylla

RE/MAX Real Estate Groups

D

I

H

M

202207256

RESIDENTIAL


3109 Kossuth Street

Lafayette

IN

47904

Active



1 of 12

Area

Tippecanoe County

Township

Fairfield

Subdvn

None

Elemtry

Oakland Elementary

Middle

Sunnyside/Tecumseh

High

Jefferson

Prop SubType

Site-Built Home

Style

One Story

Year Built

1930

Lot Sz Acres

0.1130

Possession

DOC

BBC

3%

Listing Price

\$82,900

Selling Price

Total SqFt

1,152

Bedrooms

1

Full Baths

1

Half Baths

0

Remarks

This former 2 bdrm home was updated and changed to a large 1 bedroom home. It has a very nice ramp built in back for easy exiting from the garage. Nice sized living room with an eat-in kitchen that has newer countertops and cabinets. The bedroom has a massive walk-in closet for clothing and storage. There is a full basement and a detached 2 car garage. The home is being sold as-is only, but inspections are welcome. Kitchen appliances, and washer/dryer are included.

Listing Agent & Office

Julie K Knight

BerkshireHathaway HS IN Realty

D

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H

M



Paragon Training Webinars for March 2022

Paragon Connect Comprehensive Dates/Times:

- Wednesday, March 23rd | 1 p.m. CT [REGISTER >>](#)

We will also offer the following **Paragon Shorts** this month:

Listing Input & Maintenance - Adding Open House & Broker Tours

Monday, March 21st | 1 p.m. CT [REGISTER >>](#)

Listing Input & Maintenance - Saving a Listing

Thursday, March 24th | 1 p.m. CT [REGISTER >>](#)

Listing Input & Maintenance - Add. Remarks, Agent Remarks, Driving Dir.

Monday, March 28th | 1 p.m. CT [REGISTER >>](#)

Listing Slideshows

Wednesday, March 30th | 1 p.m. CT [REGISTER >>](#)

Email - Email Signatures & Message Bodies

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





CUSTOMER NOTIFICATION

Paragon's New Help Site

We are excited to announce that Paragon's Help Site has a fresh new look and location!

Here is the new help site URL: help.paragonrels.com

You can enjoy updated content and instructions, including written out process and quick videos to show you all of the features of Paragon. Additionally, Help Site information will be added and/or updated as Paragon evolves.

The new Paragon Help Site is hosted on a new platform, which means the updates and improvements will keep coming! You may notice some links within Paragon that still direct to the old help site; we appreciate your patience as we make all of the updates to point to the new help site.

Black Knight MLS



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](https://www.nar.org/broker-summit) to register or to learn more.

Register for your seat today!



**NATIONAL
ASSOCIATION OF
REALTORS®**



Registration for the [REALTORS® Legislative Meetings](#) is now open! Event dates are May 1-6, including the REALTORS® Trade Expo which will take place May 3-4.

Attend the REALTORS® Legislative Meetings to get a behind-the-scenes look at today's political environment and get up to speed on NAR's work to improve access to homeownership, protect private property rights, and build strong communities. At this year's meetings, top industry executives, regulatory agency officials, politicians, and political insiders will speak about the issues that matter most to you and your clients.

To register, have your member ID handy, and click on the link below. Registration is free for NAR members, but you must complete the registration process. Be sure to make a hotel choice with your registration. Review safety protocols [here](#).

Register Now