

In the Know....

May 23, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2022 EXECUTIVE BOARD OF DIRECTORS

Mark Hansbarger, President

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Dani Rittermeyer, Immediate Past-President

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260-499-1334

Dawn Miller, Incoming President

4dawnmiller@gmail.com

260-367-1778

Patty Seutter, Secretary/Treasurer

pattys@c21bradley.com

260-302-1899



Board of Directors

Kay Kunce

Keith Forbes

Jennifer Streich

Joe Sells

Matt Stezowski

*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

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Shala Cook-Hoover-Secretary

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Becky Maldeney

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Patty Seutter

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Jennifer Streich

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Vinnie Crump

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Michele Guin

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2022

**MLS Board of
Directors**

Becky Maldeney

Mark Hansbarger

Shala Cook-Hoover

Patty Seutter

Dani Rittermeyer

Jennifer Streich

Vinnie Crump

Michele Guin

QUOTE OF THE WEEK:

"Our flag does not fly because the wind moves it. It flies with the last breath of each soldier who died protecting it."

- Unknown

MARK YOUR CALENDARS

May 27 – Board Office Closed.

May 30 – Happy Memorial Day! Board Office Closed.

June 7 & 8 - C/E class at the Board office. See page 4 for more details!

June 9 – BOD Meeting 9:00 a.m. at the Board Office.

June 9 – MLS BOD Meeting 10:15 a.m. at the Board Office.

June 21 – New Member Orientation 10:00 – 4:30 at Upstar. New members be watching your inbox for more information.

June 30 – C/E Class deadline! There is still room to sign up for our June 7&8 class!

**ASSURANCE
TITLE
COMPANY**

MEMBER NEWS:

C/E Classes:

TIME IS RUNNING OUT! DEADLINE: JUNE 30, 2022

SIGN UP TODAY!

IN PERSON CLASSES NOW AVAILABLE AT THE BOARD OFFICE!

See flyers on pages 4 for more details!

In person learning is a great benefit for our Association!

We are on our way to making June's class another big success!

**Contact Upstar at
260-426-4700**


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NEW MEMBER ORIENTATION:

New member orientation will be held on June 21 from 10:00 – 4:30 at Upstar. All new members please keep a lookout in your inbox for more information from Ashley at Upstar.

[illegible]



We are the **#1 place** to
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3 RIVERS

  NMLS# 556303

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



Steve Hostetter

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CLOSE IN DAYS NOT WEEKS!

TOP ORIGINATOR
SCOTSMAN GUIDE

2021 **TOP 1%** 2021
MORTGAGE ORIGINATORS
In America

Paul Lang
NMLS# IN #27617 TN #470667

260.905.6689

NEIAOR members that still need your 2022 C/E requirement.

Give in-person learning a try!

Sign up for our June 7&8 class!

2022 C/E CLASS DEADLINE: JUNE 30

In person learning is a great benefit for our Association!
If you have never taken an in-person class, now is the perfect time! It is an awesome experience you will want to continue for years to come!

Thank you to our members who have already signed up for June!
Call Upstar today at 260-426-4700 to reserve your spot!
Thank you for keeping in-person classes an option for our members!

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:**
 - **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: _____

Local Market Update for April 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

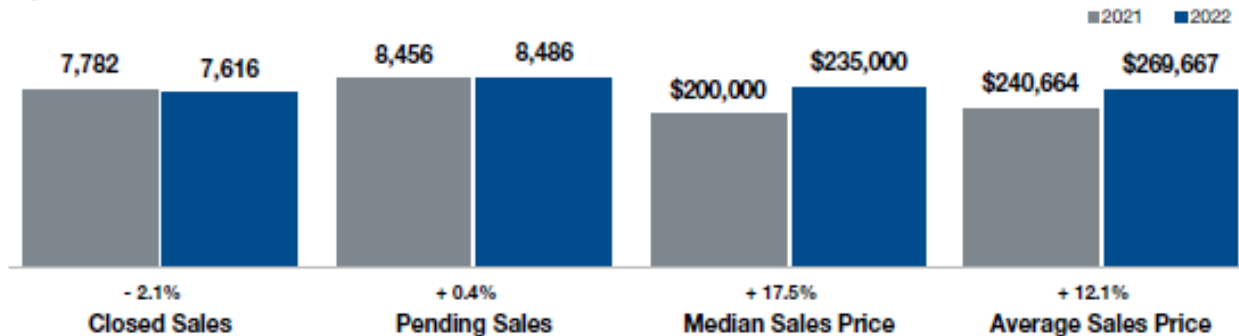


Entire State

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	10,054	9,899	- 1.5%	30,622	31,813	+ 3.9%
Closed Sales	7,782	7,616	- 2.1%	26,179	25,731	- 1.7%
Median Sales Price	\$200,000	\$235,000	+ 17.5%	\$190,000	\$220,000	+ 15.8%
Percent of Original List Price Received*	99.6%	100.6%	+ 1.0%	98.2%	99.3%	+ 1.1%
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--
Inventory of Homes for Sale	6,258	6,712	+ 7.3%	--	--	--

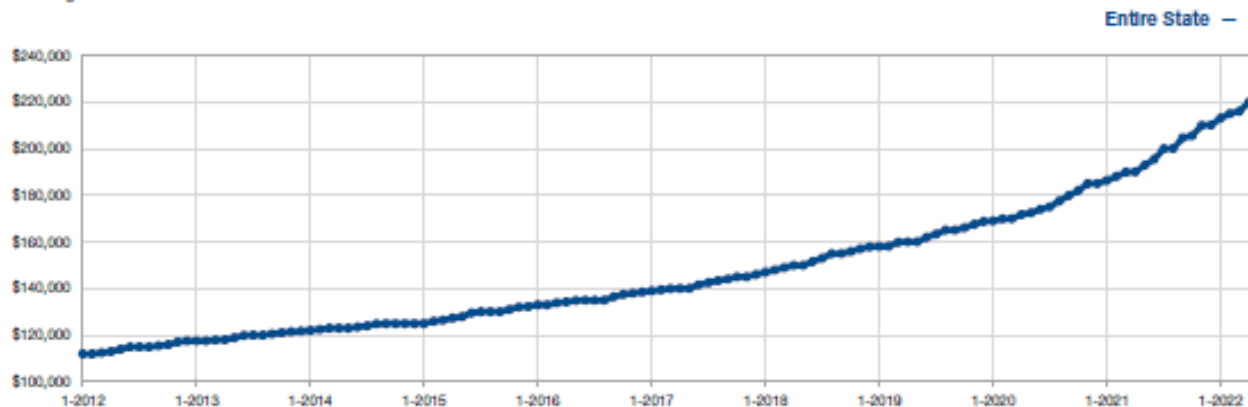
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.

Local Market Update for April 2022

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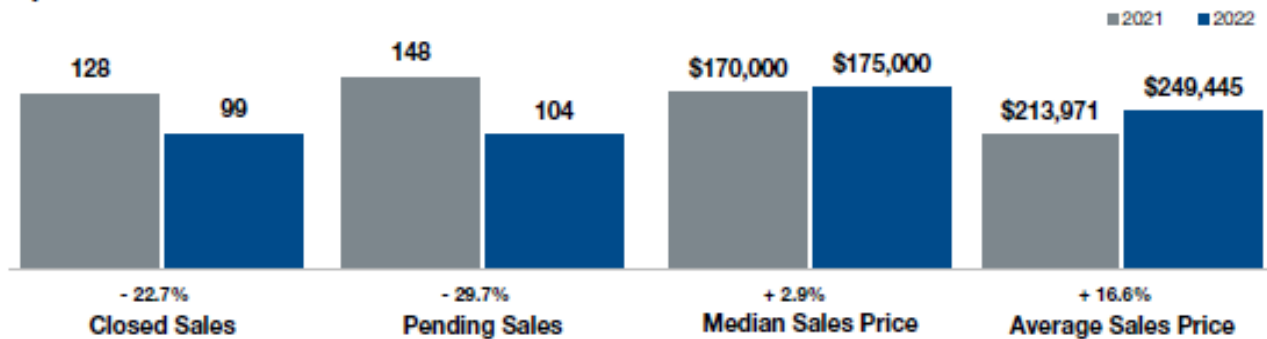
Northeastern Indiana Association of REALTORS®

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

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	189	139	- 26.5%	517	475	- 8.1%
Closed Sales	128	99	- 22.7%	419	418	- 0.2%
Median Sales Price	\$170,000	\$175,000	+ 2.9%	\$161,000	\$177,500	+ 10.2%
Percent of Original List Price Received*	99.8%	99.6%	- 0.2%	98.5%	98.1%	- 0.4%
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Inventory of Homes for Sale	145	143	- 1.4%	--	--	--

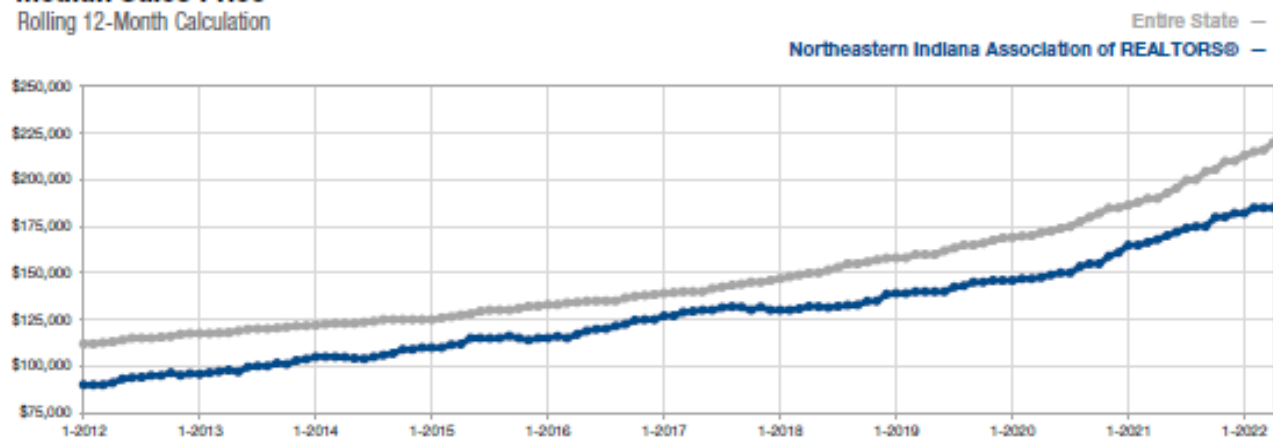
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April



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Class-Action Suit Over Buyer's Rep Compensation: Update + Ask



Published by NAR General Counsel Katie Johnson on April 27, 2022:

Three years ago, in March 2019, the National Association of REALTORS® (NAR) and four corporate defendants were sued in class-action lawsuits filed in Missouri and Illinois, alleging that home sellers have been damaged because their listing broker compensates the buyers' representatives. These lawsuits allege that various NAR rules and our members' adherence to those rules have led to artificially fixed and inflated commissions being paid to real estate professionals.

Class-action litigation is long and arduous, and we have been keeping you and your associations updated on relevant milestones as they have transpired over the years. We have also been asking you to do what you can to help us prevail in the court of public opinion. **Now it is time for another update, and another ask.**

*****NAR Litigation Update *****

The "Leeder" attempted class action lawsuit filed on behalf of buyers claiming they were harmed by the rule where listing brokers offer to compensate buyer agents, HAS BEEN DISMISSED by the federal court. Good news!

We will keep you updated as new legal developments continue.



3 RIVERS®





FUN!!
FUN!!

Movie night
6/22/22
sponsored
by Hosler
Realty

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fun!!



NEW LISTED COMING SOON RULE

We will be adding a rule that will prevent agents from entering a List Date/Contract date that is in the future for Listed Coming Soon properties. Currently, a listing can have a List date that comes after the Start Showing Date....

Contract Date: October 1, 2023
Showing Start Date: May 16, 2022.

The rule went live on Wednesday May 18.

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Black Knight Customer care will be closed on Friday May 27 and Monday May 30 to observe the Memorial Day Holiday.