

In the Know....

June 20, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

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

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2022

**MLS Board of
Directors**

Mark Hansbarger
Dani Rittermeyer
Shala Cook-Hoover
Patty Seutter
Jennifer Streich
Vinnie Crump
Michele Guin

QUOTE OF THE WEEK:

"June is bustin' out all over."

— Oscar Hammerstein II

MARK YOUR CALENDARS

June 1 – Leadership Academy applications open.

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

June 22 – Photofy training webinar 2:00 p.m. See page 14 for more information!

June 28 – CRS Tax Launch and Training Registration Schedules – See page 6,7,8,9 for more information!

June 30 – C/E Class deadline!

July 19,20,21 – Offer Manager Training – See pages 10&11 for more details!

August 1 – Leadership Academy applications close.

**ASSURANCE
TITLE
COMPANY**

MEMBER NEWS:

C/E CERTIFICATION

TIME IS RUNNING OUT! DEADLINE: JUNE 30, 2022

Online classes still available thru IAR!

Log into recp.org to complete the free course.

[illegible]

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]

LEADERSHIP ACADEMY ACCEPTING APPLICATIONS

See pages 12&13 for information on Leadership Academy and the link to apply.

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**BREAKING NEWS FROM NATIONAL IMAGE
CAMPAIGN**

Despite increasing media inflation rates, the special assessment for the consumer ad campaign has remained flat at \$35 per year since 2009.

NAR's Budget Review Team and Finance Committee recommended an increase to continue to keep the brand top of mind with consumers and to drive home the REALTOR® difference. NAR's Board of Directors approved the \$10 per year increase at its May 6 meeting.

The \$10 increase will begin with the 2023 annual billing and will remain in place through 2027.

See full report on page 5.

[illegible]

We are the **#1 place** to
BUILD, BUY, or Remodel.



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of REALTORS®!!**



-ATC-

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CLOSE IN DAYS NOT WEEKS!

TOP ORIGINATOR
SCOTSMAN GUIDE

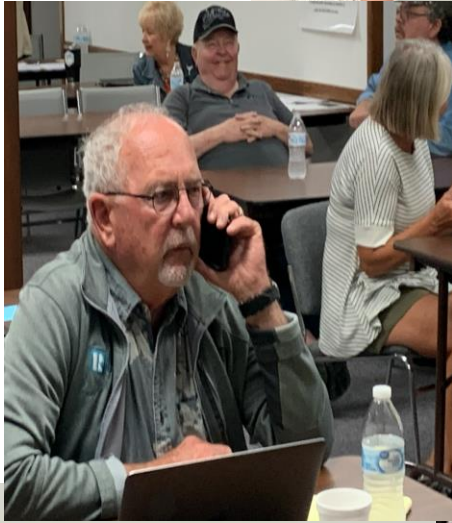
2021 TOP 1% MORTGAGE ORIGINATORS In America 2021

Paul Lang
NMLS ID #27037141 #470857

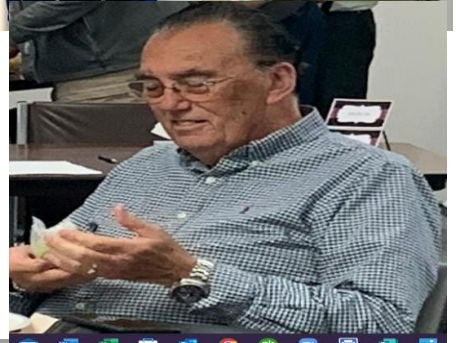
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**June C/E
Class Fun!!**



**Knowledge
is
power!**



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2**





Breaking News from National Images Campaign

The member assessment used to fund That's Who We R—the national ad campaign from the National Association of REALTORS®—will be \$45 per year beginning in 2023.

Since it was launched in 2009, That's Who We R has won 42 advertising industry awards. Using the REALTOR® Code of Ethics as its foundation, the campaign demonstrates that REALTORS® provide unparalleled service and a higher-level commitment that consumers can't experience through listing apps and non-member agents. The campaign's television and radio ads, social media placements, content partnerships, and more combine to give REALTORS® brand exposure on a national scale.

Despite increasing media inflation rates, the special assessment for the consumer ad campaign has remained flat at \$35 per year since 2009. NAR's Budget Review Team and Finance Committee, meeting in March, recommended an increase to continue to keep the brand top of mind with consumers and to drive home the REALTOR® difference. NAR's Board of Directors approved the \$10 per year increase at its May 6 meeting.

The \$45 per year remains in place through 2027.

CRS TAX Launch – Tuesday, June 28th

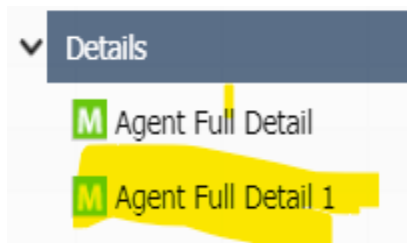
News from



CRS will be available under the TAX Tab on the Paragon Home Page



The CRS Icon(s) will be available on the Agent Full Detail 1 Report (CRS Action icons will be added to additional reports after launch)



General Membership Training will be offered virtually for the first 30 days.

MEMBER TRAINING FOR CRS TAX SUITE

Each class is offered at the same time each day throughout the first 30 days. Members who prefer to learn a piece at a time at their own pace will have several opportunities to do so and members who want to dedicate a day to attend all 4 sessions have that option as well.

- **Just the Basic's** - will be offered at 10 am and will run for 30-45mins
- **Beyond the Basics** - will be offered at 11:30 am and will run for 30-45 mins
- **Prospecting** - will be offered at 1:30 pm and will run for 30-45 mins
- **CMA's Your Way** – will be offered at 3:00 pm and will run for 30-45 mins

Topic	CRS Data's MLS Tax Suite: Just the Basics
Description	Join us to learn how to access CRS Data's MLS Tax Suite from your MLS, along with how to navigate within the product. We will take you through the MLS Tax Suite and cover Simple Searching skills and key features of the Property Report, while pointing out the many layers of information contained and linked to the report. We also instruct you about all of the end user customizations and how you can leverage these.

Multiple Session Dates Available

Register in advance for this meeting:

<https://crsdata.zoom.us/join/9tZAKdeGhQZLiG9OJ0Vn6L0AacRXiusiHSyKD>

After registering, you will receive a confirmation email containing information about joining the meeting.

Topic	CRS Data's MLS Tax Suite: Beyond the Basics, Let's Talk Advanced Skills
Description	It's time to talk about more than the basics. Spend another 30-40 mins with us to take your skills to the next level. We will start with maps and add layers. We will cover advanced searching skills, including searches using your maps and filters along with pointing out more on end user customizations.

Multiple Session Dates Available

Register in advance for this meeting:

<https://crsdata.zoom.us/join/7tZUqc-uhqD4iEtMENF8YNMZQy7mT4B3xG7Wx>

After registering, you will receive a confirmation email containing information about joining the meeting.

Topic	Prospecting- It's Just That Easy with the MLS Tax Suite
Description	Uncover your prospecting power with the MLS Tax Suite. Let us dig into the MLS Tax Suite prospecting tool and go beyond the basics. Learn how to select your criteria with filters and maps, then further filter results your way. From there we will teach you how to create mailing lists, labels and export your data.

Multiple Session Dates Available

Register in advance for this meeting:

<https://crsdata.zoom.us/join/7tZIsce6uqT4qH9xwqssyI4IcSr-Bcx5-ZS5W>

After registering, you will receive a confirmation email containing information about joining the meeting.

Topic	Creating a CMA's Your Way with the MLS Tax Suite
Description	We will walk you through options that include a Custom CMA tool as well as a Quick CMA option. No matter where you start, our CMAs will display both sales through your MLS and other transfers of ownership. This will put you in control, displaying and allowing you to consider location, property characteristics, and much more. We will wrap this class up with ways to leverage the Home Improvement Value Tool for a various number of home improvement projects and finish with more end user customizations.

Multiple Session Dates Available

Register in advance for this meeting:

https://crsdata.zoom.us/join/7tZcscu2tqD0iGtOHnX-I7RDCQAtX_N2M9Y4X

After registering, you will receive a confirmation email containing information about joining the meeting.



Innovative Property Data Backed By Real People

CRS Data's MLS Tax Suite delivers the most current and accurate property data in a beautiful, intuitive platform. Data is our passion.



Continuous Product
Enhancements



Innovative Customization
Options



30 Years Perfecting Our
Tax Data Features



Comparables Include MLS
and Off Market Sales



Seamless Integration With
Your MLS System

- The MLS Tax Suite by CRS will be integrated seamlessly into the MLS on Tuesday June 28 and will provide IRMLS members with current tax data, detailed maps and robust features that are available on all browsers and devices. Members can quickly find comparables, including FSBO's, and evaluate the data effectively to create professional presentations for your clients. CRS Tax is integrated into many areas of Paragon and will support the Tax Autofill feature.
- IRMLS and the CRS team have set up member training dates on Zoom! Be sure to register in advance. Check out the schedule above!

Video Links:

- [Discover the Power of CRS Data's MLS Tax Suite](#)
- [MLS Tax Suite](#)
- [Where We've Been, Where we are Headed](#)
- [Introducing ADA Compliance and Bilingual Reporting](#)



NORTHEASTERN
INDIANA
ASSOCIATION
OF REALTORS®



We're committed to one thing: creating the best property tax data experience.

Our MLS Tax Suite provides customizable and comprehensive access to property records, prospecting tools, neighborhood comparables and extensive mapping layers. We constantly improve our MLS Tax Suite based on user feedback - and then deliver with personable customer support.



Ask Us Anything: Our team will tell you exactly where your data is coming from and how we keep it updated.



Continuous Product Enhancements



30 Years Perfecting Our Tax Data Features



All the Tools You Need (No Upselling)



Innovative Customization Options



Comparables Include MLS and Off Market Sales

LET'S START A CONVERSATION

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nmorgan@crsdata.com



CRSDATA.COM



NEWS FROM IRMLS



JUNE 14, 2022

We're excited to announce the upcoming launch of IRMLS'S newest member benefit, [Offer Manager by ShowingTime](#). The launch is scheduled for Wednesday, July 20th. Once launched, Offer Manager will be integrated within your ShowingTime account on both mobile and desktop.

Offer Manager brings improved efficiency and communication to a critical part of the real estate process. Its integration with the ShowingTime platform provides agents significant benefits without disrupting their current workflow and communication styles.

Benefits for Buyer's Agents:

- **Submit Offers via the MLS** – Just click on the green arrow on the MLS listing that you want to submit an offer. Your offer will be submitted to the listing agent and/or co-listing agent by email and text, based on their preferences.
- **Offer Received Read-Receipt** – You will automatically receive a date/time stamped read-receipt once the listing agent has opened your offer. You can easily forward this to your buyers.

Benefits for Listing Agents:

- **All Offers in One Place** - All offer documents, offer summary and buyer's agent contact information will be automatically organized by listing directly in your ShowingTime account.
- **Customize How Offers Are Delivered** – For teams and agents with assistants, you can customize who gets notified of the offers for each listing.
- **Easy Buyer's Agent Communication** - You can text, call or email agents in 1-touch or mass update all buyer's agents on a listing.

Offer Manager by ShowingTime – IRMLS Member Training Schedule

Member Training webinars will be offered on the follow dates & times. Webinars are 30-minutes.

- Tuesday, July 19th at 11:00am EDT
- Wednesday, July 20th at 2:00pm EDT
- Thursday, July 21st at 10:00am EDT

Training Registration Link: <https://register.gotowebinar.com/rt/3118983958564436240>

Reserve your spot today!

[View system requirements here.](#)



NEWS FROM IRMLS



Offer Manager by ShowingTime Training for Indiana Regional MLS Members

This webinar occurs several times. Please register for the date and time that works best for you.

Reserve your spot today!

Starting Wednesday, July 20th, Offer Manager by ShowingTime will be available 24/7 to all members courtesy of Indiana Regional MLS! Offer Manager brings a boost of efficiency and improved communication to a critical part of the real estate process so agents can better serve their clients, regardless of their communication style or transaction management platform.

Offer Manager provides many time saving benefits for both listing agents and buyer's agents. Please join us for this brief 30-minute online webinar where you will learn as:

Buyer's Agents

- Easily submit offers from multiple integration points in your MLS system and ShowingTime for the MLS
- Include all offer documents with your offer submission like purchase contract, proof of funds, agency disclosure, etc.
- Get offer received notifications which include the exact date and time the listing agent opened the offer and can be forwarded to the buyer letting them know their offer was officially received
- Receive updates from the listing agent keeping you more informed throughout the whole process and better service your buyers

Listing Agents

- Customize how you receive offers including setting multiple people to receive offers by both email and text, making sure everyone is notified of a new offer
- Update your offer instructions and get more complete offers
- Easily keep buyer's agents updated by using our time-saving mass update capability

We encourage all Indiana Regional MLS agents to register for one of our quick online training sessions so you can get started with Offer Manager by ShowingTime!

After registering, you will receive a confirmation email containing information about joining the webinar



Indiana REALTORS® Leadership Academy Commitment Form

Class of 2023

Attendance at all retreats and sessions is mandatory. Members of the class are expected to be punctual as well as be active participants in the program. **You are allowed one excused absence; The October session is mandatory.** A second absence will result in the participant not graduating from their class. The second absence may be made up during the following year's program, and the participant will then graduate with the next class.

All meals, overnight accommodations (double occupancy) for scheduled class sessions, and class materials are included with the program. A nominal tuition fee of \$350 is charged to each participant and may be covered personally or by your local association/board, broker, or any combination. The remaining costs of the program are underwritten by special funding from the Indiana Association of REALTORS®. The Indiana Association of REALTORS® (IAR) will gladly refund registration fees should notice of cancellation be made in writing BEFORE starting the first class.

Attendees will be responsible for travel expenses and room rate differences if single occupancy is desired. An invoice will be sent upon acceptance to the program. Please remit to IAR, attn. Kathy Harbaugh by September 16, 2022. (143 W. Market St., Suite 100, Indianapolis, IN 46204)

We encourage members of the Class of 2023 to attend the 2022 IAR Stakeholders meeting, but it is not mandatory. The meeting will be held on September 19, 2022, at the Hilton in downtown Indianapolis.

Attendees will be sleeping in cabins for the session. Social distancing will be impossible. If you have concerns about being near other people, please consider waiting to apply to a later class.

I understand the purposes of the Indiana REALTORS® Leadership Academy, and I agree to attend all sessions, complete assignments and devote the time and resources necessary to complete the program. I further agree that I will actively pursue an increased level of involvement in my professional and community organizations.

Signature of Candidate

Date

Signature of Moderator

Date

Class of 2023- Indiana REALTORS® Leadership Academy

<https://www.cognitoforms.com/IndianaRealtors1/indianarealtorsleadershipacademyalumngroup>



2022-2023 Schedule (Subject to change with notice)		
General Focus	Date	Location
Leadership & Team Building Retreat	October 5 & 6, 2022 (Wednesday & Thursday) Mandatory Attendance	Ransburg Reservation** Bloomington, IN
Inside State Government & IAR	November 30 & December 1, 2022 (Wednesday & Thursday)	The REALTOR® Building Indianapolis, IN
Virtual meeting on Class Project	January 11, 2023 2-hour session on Class Project Via Zoom	Zoom Conferencing Webinar
Advocacy in Action at a Delegation Day	January 2023 Optional -Invite from your local association	The REALTOR® Building Indianapolis, IN
The Media and your communication presentation	March 22 & 23, 2023 (Wednesday & Thursday)	The REALTOR® Building Indianapolis, IN
Governing the Non-Profit	June 14, 2023 (Wednesday)	The REALTOR® Building Indianapolis, IN
Strategic Planning and Non-Profit Finances	August 23, 2023	The REALTOR® Building Indianapolis, IN
Big Picture Leadership and Graduation	September 24 & 25, 2023 In conjunction, with IAR Stakeholders Meeting	Hilton Hotel Indianapolis, IN

Please respond to the following question and return with your signed commitment letter and payment.

What do you see as the most significant challenge facing the real estate profession today? (Please answer on a separate piece of paper)

Class of 2023- Indiana REALTORS® Leadership Academy



Join the next training webinar on

June 22nd at 1:00 pm EST

Explore branded Templates, Quick Shares, and Logo+ features built to save you time. Ask questions, explore, or save to watch again later!

[REGISTER FOR WEBINAR HERE](#)



Less paperwork, more property tax benefits coming in 2023

Starting next year, Hoosier homebuyers won't have to file a separate mortgage tax deduction to maximize their property tax benefits. Instead, all homeowners will receive an increased homestead deduction in 2023. IAR President-elect Lynn Wheeler and Michael Schmitz of the Indiana Land Title Association explain the changes:

Indiana REALTORS® continue to champion pro-homeowner property tax reforms. Take this opportunity to talk to your clients about the increased homestead deduction coming their way next year.



INDIANA ASSOCIATION OF REALTORS®

143 W Market St, Ste 100, Indianapolis, IN 46204
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FACT SHEET: Property tax simplification on the way for Hoosier homeowners

Changes to Indiana's homestead and mortgage deductions will minimize paperwork and maximize property tax benefits for all homeowners. Here's what REALTORS need to know.

Tax tradeoff: Indiana eliminates mortgage deduction, raises homestead deduction

- Starting for mortgages filed and property taxes payable in 2023, Indiana's state mortgage deduction (capped at \$3,000) will be repealed and replaced by increasing the standard homestead deduction from \$45,000 to \$48,000.
- **For homebuyers, the change cuts paperwork and delays:** Eliminating the mortgage deduction also eliminates the need to complete Form 47903, which could only be filed with approval from the county auditor after a mortgage was recorded.
- The same total tax benefit is instead delivered through the increased homestead deduction, claimed through the sales disclosure form at closing.
- Consolidating deductions also makes sure homeowners who missed filing their original mortgage deduction – or forgot to file again after refinancing – get all the tax benefits they deserve.

Broader benefits: Increased tax relief for all homeowners

- Increasing the homestead deduction from \$45,000 to \$48,000 helps **all** homeowners, including older Hoosiers and others without a mortgage on their homes.
- Under Indiana's constitutional property tax caps, reducing net assessed values across the board with a higher homestead deduction delivers broader tax relief, especially in counties with higher-than-average tax rates.

What's next?

- These changes take effect with mortgages filed and property taxes payable in 2023.
- REALTORS should take the opportunity to explain the restructured property tax deductions to clients and current homeowners.
- It's important to clarify that these changes don't affect income taxes, to avoid confusion with the federal mortgage interest deduction.
- Hoosier homeowners enjoy one of the nation's most attractive property tax climates: Indiana REALTORS advocate for a fair, equitable and understandable system and thank Governor Holcomb and the General Assembly for enacting this change via HEA1260 (2022).
- More details available from the [Indiana Department of Local Government Finance](#).



IAR represents just over 20,000 REALTORS® who are involved in virtually all aspects related to the sale, purchase, exchange, or lease of real property in Indiana. The term REALTOR® is a registered mark that identifies a real estate professional who is a member of America's largest trade association, the National Association of REALTORS®, and subscribes to its strict Code of Ethics.



Get Ready, Get Set, GROW at NAR NXT

Be ready for an experience beyond expectation, get set to connect and learn more than you could imagine—it's an experience—made by you, made possible by NAR.

REALTORS® Conference & Expo is now **NAR NXT, The REALTOR® Experience.**

Registration is Now Open

At NAR NXT, the innovation is in the experience. You will find fresh, future-focused content, rave-worthy presenters, elevated programming, facilitated networking, exceptional expo, offsite field experiences, and many other features that add value.

[View the complete agenda now!](#)