

In the Know....

July 6, 2022

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

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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



Board of Directors

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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.*

2022 MLS BOARD OF DIRECTORS

Dani Rittermeyer-President

dani@alwaysre.com

260-499-1334

Shala Cook-Hoover-Secretary

shalacook@hotmail.com

260-463-1111

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

2022

**MLS Board of
Directors**

Mark Hansbarger

Dani Rittermeyer

Shala Cook-Hoover

Patty Seutter

Jennifer Streich

Vinnie Crump

Michele Guin

QUOTE OF THE WEEK:

"When the sun is shining, I can do anything; no mountain is too high, no trouble too difficult to overcome."

-Wilma Rudolph

MARK YOUR CALENDARS

July 5 – Indiana Realtor Stakeholder registration opens.

July 14 – BOD Meeting 9:00 a.m. at Board Office.

July 14 – MLS BOD Meeting 10:15 a.m. at Board Office.

July 19,20,21 – Offer Manager Training – See pages 6&7 for more details!

July 20 – "Paragon for New Users" webinar. See page 10 for more details!

August 1 – Leadership Academy applications close.

September 19&20 – Indiana Realtor Stakeholder Meeting. Watch for more details.

**ASSURANCE
TITLE
COMPANY**

MEMBER NEWS:

LEADERSHIP ACCADEMY ACCEPTING APPLICATIONS

See pages 8 & 9 for information on Leadership Academy and the link to apply.

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 4.

Mileage Deduction will Increase on July 1

Beginning July 1 2022, the IRS will increase the deductible mileage to 62.5 cents.

Indiana Realtor Stakeholder Meeting Sept. 19&20

Hilton Indianapolis Hotel & Suites. Registration opens July 5th

New Affiliate Member-

Ed Hernandez – Interra Credit Union

New Office/Member –

Kurt Schuler – Schuler Bauer Real Estate

Retiring –

Karen Royal-Peroz – Royal Real Estate

Referral Status –

Sharlie Stomm – Remax/Angola

Lonnie Dunlap – Lakefront Realty




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Eric Smothermon
260.609.4622
esmothermon@trfcu.org
NMLS# 586065

3 RIVERS  **NCUA** NMLS# 556303

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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.

REGISTRATION OPENING JULY 5

INDIANA REALTOR® STAKEHOLDER MEETING
SEPTEMBER 19 & 20
Downtown Indy



News from



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 and register on the MLS home page!

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®



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

At Home With Diversity® (AHWD) Certification Course

Sale Price: **\$79.20** (regularly \$99.00)

Adapting and being relevant in today's marketplace is important for REALTORS®. Through this dynamic [At Home With Diversity® \(AHWD\) Certification Course](#), real estate professionals will learn to develop a business practice grounded in inclusion and equality. REALTORS® can help buyers from all cultural backgrounds to achieve the dream of homeownership. Learn to develop an increased awareness of cultural and personal biases that may prevent you from fully embracing diversity – and advertising and marketing strategies to broaden your client base. Successful learners will also formulate an inclusive business plan to help create an adaptable and enduring business in the evolving marketplace. Get started today!



[Learn More](#)

"Paragon for New Users" webinar will be offered again on Wednesday, July 20th at 1p CST. If you are not able to attend the live webinar, click on the link below to view a page on our help site. There you will be able to watch a video introduction to Paragon:

[New Paragon Users](#)

If you need help, Paragon has a large library of recorded webinars on their help site: [Recorded Webinars](#)

Paragon for New Users

This one-hour webinar will take a high-level look at Paragon and introduce new users on a generic sandbox version of Paragon. We will cover the home page, searches & results, and an introduction to the contact manager. This webinar will be recorded.

Wednesday, July 20th | 1 p.m. CT | [REGISTER >>](#)



Local Market Update for May 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



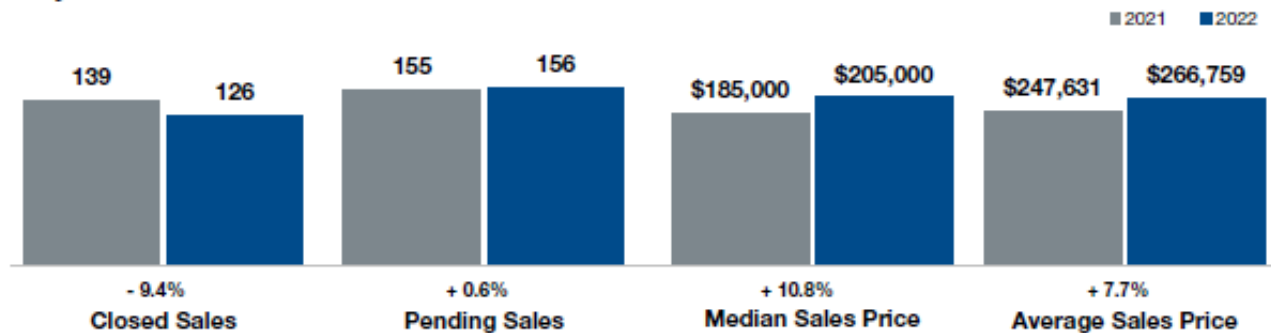
Northeastern Indiana Association of REALTORS®

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

Key Metrics	May			Year to Date		
	2021	2022	Percent Change	Thru 5-2021	Thru 5-2022	Percent Change
New Listings	175	205	+ 17.1%	692	680	- 1.7%
Closed Sales	139	126	- 9.4%	558	544	- 2.5%
Median Sales Price	\$185,000	\$205,000	+ 10.8%	\$169,950	\$183,000	+ 7.7%
Percent of Original List Price Received*	99.9%	100.3%	+ 0.4%	98.8%	98.6%	- 0.2%
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--
Inventory of Homes for Sale	152	174	+ 14.5%	--	--	--

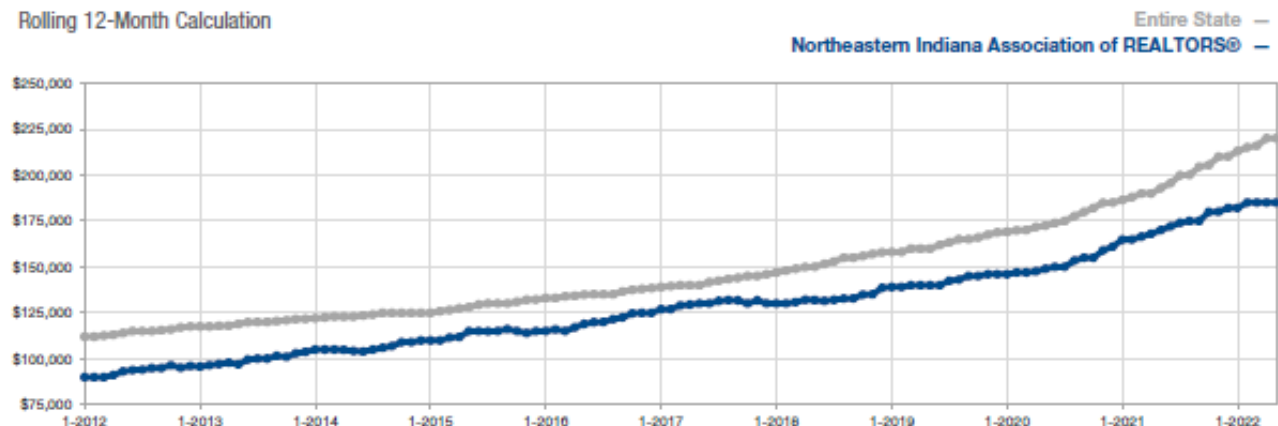
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

May



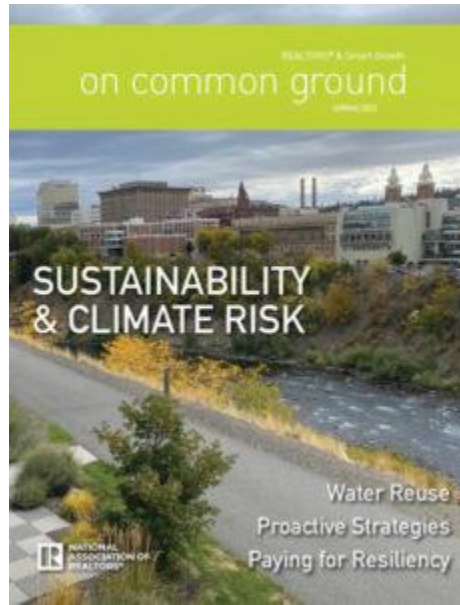
Median Sales Price

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.

On Common Ground Magazine



View the Spring 2022: Sustainability & Climate Risk issue of On Common Ground.

Published twice a year (May and November), *On Common Ground* contains articles on cutting-edge land planning techniques and presents a wide range of views on smart-growth issues to encourage dialogue among REALTORS®, elected officials and other stakeholders.

[View current and back issues of On Common Ground.](#)

Download the *On Common Ground* Mobile App from the [Apple iTunes Store](#) and [Google Play Store](#).



Court Permits Love Letters

A federal court granted an injunction barring enforcement of Oregon's ban on buyer love letters, finding the statute wasn't adequately tailored to achieve its anti-discriminatory purposes and violated the First Amendment. Share NAR's [case summary](#) with your members.



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Registration is Now Open

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[View the complete agenda now!](#)