

In the Know....

November 22, 2021

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2021 EXECUTIVE BOARD OF DIRECTORS

Dani Rittermeyer, President

dani@alwaysre.com

260-499-1334

Mike Patka, Past-President

imbidone@yahoo.com

260-350-8603

Mark Hansbarger, Incoming President

mark@hansbarger.com

260-316-3192

Dawn Miller, Secretary/Treasurer

4dawnmiller@gmail.com

260-367-1778



Board of Directors

Trent Curtis

Kay Kunce

Mark Pontecorvo

Erica Amans

Keith Forbes

Patty Seutter

Amy Demske

Jennifer Streich

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

2021 MLS BOARD OF DIRECTORS

Mark Hansbarger

mark@hansbarger.com

260-316-3192

Becky Maldeney

beckymaldeney@gmail.com

260-570-5894

Trent Curtis

trent@trentcurtis.com

260-350-4477

Shala Cook-Hoover

shalacook@hotmail.com

260-463-1111

Mike Patka

imbidone@yahoo.com

260-350-8603

Patty Seutter

pattys@c21bradley.com

260-302-1899

2021

**MLS Board of
Directors**

Becky Maldeney

Mark Hansbarger

Trent Curtis

Shala Cook-Hoover

Mike Patka

Patty Seutter

QUOTE OF THE WEEK:

"I am thankful for all of those who said NO to me. It's because of them I'm doing it myself."

—Albert Einstein

MARK YOUR CALENDARS

November 24,25,26 – Thanksgiving holiday. Board Office Closed.

**November 30 - RPAC Trustees REALTOR® Champion Course – 11:30 a.m. Board Office.
Lunch provided by Bailey and Wood.**

December 3 – Deadline for annual dues payment.

December 9 – BOD and MLS BOD together at 9:00 a.m. Board Office.

December 15 – New Member Orientation at UPSTAR.

**WHAT DOES A
HOUSE WEAR?
ADDRESS.**
ask me about home purchasing or selling

MEMBER NEWS:

New NEIAOR Member Benefit!

Agent Open House page.

To advertise your open house please submit:

Agent name

Firm name

Property address

Date and time of open house

Advertisement must be submitted Tuesday before the newsletter run date that the open house will appear in. The open house will run for 1 week only. We will also post to NEIAOR Facebook page.

Annual Billing was sent to your emails on Friday 10/22. Due date is December 3.



Referral Status-

Bryan L. Couperthwaite – Coldwell Banker

Bryan C. Couperthwaite – Coldwell Banker

Jeremy High
Mortgage Consultant | NMLS# 580627
260.999.7619
260.240.4797
jhigh@bawfg.com
www.bawfg.com/jhigh
10514 Coldwater Rd, Fort Wayne, IN 46825 | Fax: 260.366.4904

We are the **#1 place to BUILD, BUY, or Remodel.**
Eric Smothermon
260.609.4622
esmothermon@trfcu.org
NMLS# 586065
3 RIVERS CREDIT UNION
NMLS# 556303

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

Steve Hostetter
BRANCH MANAGER
NMLS# 454468
260.403.8642
shostetter@bawfg.com
www.bawfg.com/shostetter
Bailey & Wood MORTGAGE LENDER
265 Duesenberg Dr, Auburn, IN 46706
10514 Coldwater Rd, Fort Wayne, IN 46845
O: 260.570.4114
F: 260.344.2838

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How can I pay?

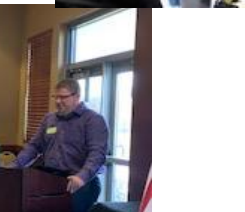
- Click the pay button on the invoice.
- Call the office with a C.C. number.
- Send a check payable to NEIAOR to the Board Office
- Pay online thru the NAR Site.

ANNUAL DUES REMINDER

Please make sure to pay your annual dues by Friday December 3. The invoice was sent to your email on October 22. If you did not receive your invoice, please contact the board office at niaor1@mchsi.com or 260-347-1593 to have another invoice sent.



**Thanks to our sponsors!
Mid-America Mortgage
Metropolitan Title**



**A big shout out to our
awesome affiliates!**



**Congrats to
Mark
Hansbarger,
our new
President
and to all of
our new
Board
Members!**



**Thank you for supporting the Humane Shelter of Steuben Co.!
We raised \$211.00 for our furry friends in need!**

ATTENTION BROKER/OWNERS:

PLEASE TAKE A FEW MINUTES TO COMPLETE AND EMAIL YOUR IRMLS RECERTIFICATION PARTICIPATION AGREEMENT TO THE BOARD AT NIAOR1@MCHSI.COM. THIS MUST BE COMPLETED TO UPDATE THE IRMLS WITH YOUR CHOICE OF COPYRIGHT PROTECTION. PLEASE COMPLETE ASAP TO INSURE YOUR COPYRIGHT PROTECTION

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 _____ ("Firm Participant"), with offices at _____.

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



Local Market Update for October 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



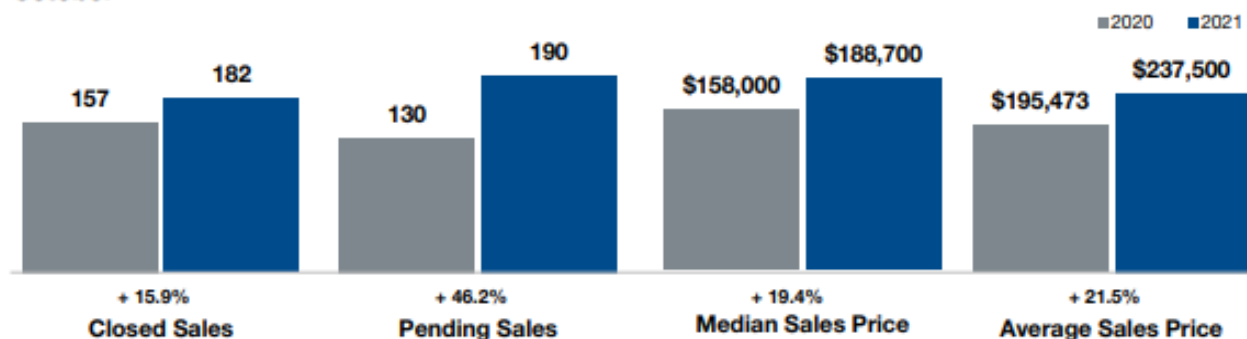
Northeastern Indiana Association of REALTORS®

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

| Key Metrics | October | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 10-2020 | Thru 10-2021 | Percent Change |
| New Listings | 145 | 175 | + 20.7% | 1,615 | 1,664 | + 3.0% |
| Closed Sales | 157 | 182 | + 15.9% | 1,471 | 1,412 | - 4.0% |
| Median Sales Price | \$158,000 | \$188,700 | + 19.4% | \$159,900 | \$180,000 | + 12.6% |
| Percent of Original List Price Received* | 98.0% | 97.6% | - 0.4% | 97.2% | 99.1% | + 2.0% |
| Months Supply of Inventory | 1.6 | 1.4 | - 12.5% | -- | -- | -- |
| Inventory of Homes for Sale | 227 | 203 | - 10.6% | -- | -- | -- |

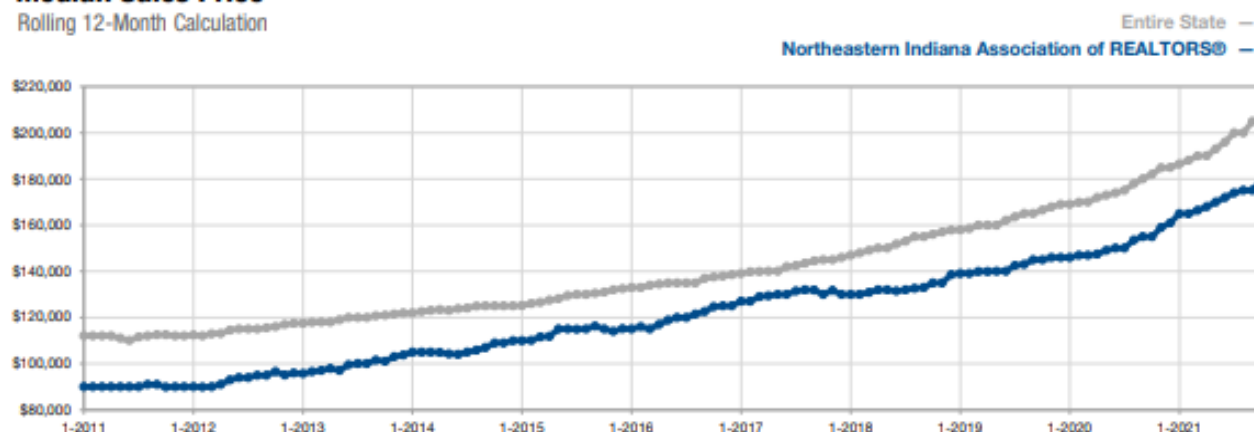
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

October



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.



Legal Update + Legislative Outlook

Please join IAR online via Zoom:

Monday, January 10, 2022
10:00 a.m. ET

[Register Now!](#)

Agenda:

Legal Hot Topics
Professional Standards
Forms Changes
NAR General Counsel Presentation
State Legislative Session Preview

This session, in its entirety, qualifies for 2 Broker CE hours.



Richelle
Cohen Mossler

Kelly
Shonborn

Anne
Johnson

Katie
Johnson

Maggie
McShane



December Paragon Webinars

Updated - December 2nd Link Now Works!

Paragon Training is pleased to announce two webinars for December before the holiday season hits! Sign up today for one (or both!) of these webinars!

Creating Custom Property Reports

Wednesday, December 1st | 1 p.m. CT | [REGISTER >>](#)

Paragon Connect

Thursday, December 2nd | 1 p.m. CT | [REGISTER >>](#)

As always, all of our webinars are recorded and available anytime here:

[Current Recorded Paragon Webinars](#)

Want to share this information as a web page? Use this one!

<https://info.email-bkfs.com/acton/fs/blocks/showLandingPage/a/35341/p/p-006c/t/page/fm/0>

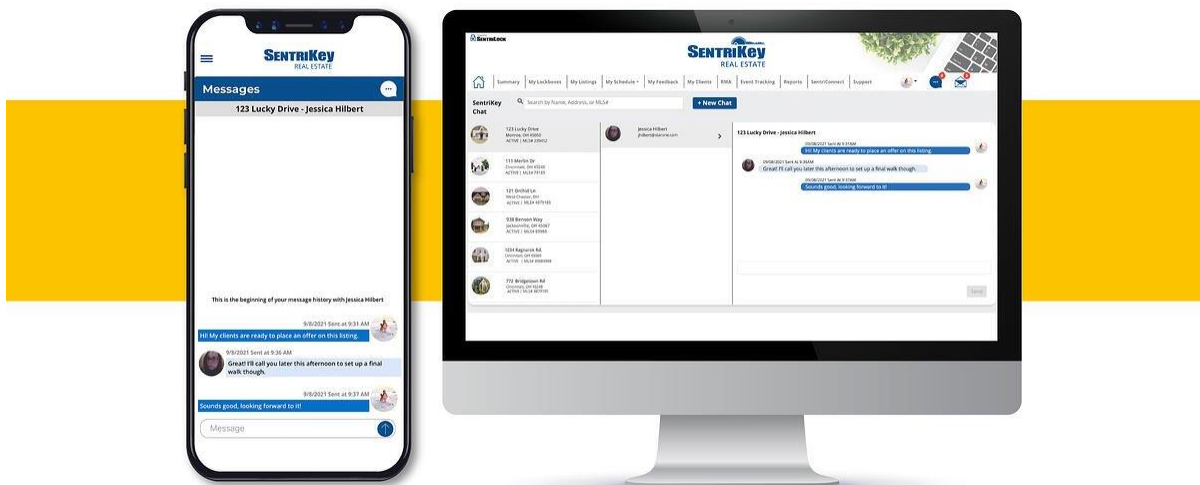
ASSURANCE
TITLE
COMPANY

SENTRIKey SHOWING SERVICE®

Introducing SentiKey® Chat!

Time is money when it comes to managing showings, especially in today's competitive market.

SentriKey® Chat, available at all SentriKey Showing Service® tiers and on both web and app, lets you connect directly, quickly, and easily on a listing! Never miss an important message again – or waste valuable time tracking down an agent's email or phone number.



HOW TO CREATE A NEW CHAT

From your desktop:

- Click on the SentiKey® Chat icon – the blue chat icon with three dots in the center, located in the upper-right of your SentiKey® Real Estate screen. Tap "New Chat."

- Search by listing address, agent name, or MLS number.
- Tap the "Start New Chat" button. A window pops up so you can type your message.
- Press the "Send" or arrow button. Done!

From your mobile device:

- Click the blue chat icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen. Then tap the "+" icon.
- Search by listing address, agent name, or MLS number.
- Begin typing your message.

(In each scenario, you can type up to 1,000 characters, including emojis.



HOW TO RESPOND TO A CHAT

From your desktop or mobile device:

- The SentiKey® Chat icon – the blue icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen or in the upper-right of your SentiKey® Real Estate screen – displays the number of unread messages.
- Click the icon to access. Chats are grouped based on a specific listing, with the most recent chat first. Any unread chats will be highlighted.
- **If you're the showing agent:** You'll only see chats between the listing agent and yourself, not all chats for the specific listing.
- **If you're the listing agent:** You'll see all chats for that listing.
- Select the chat, and then type and send your response.



CODE OF ETHICS TRAINING FAQ

NEIAOR is responsible for verifying that its members have met NAR's Code of Ethics requirement. When you take your COE training, you must provide a copy of the certificate to the Board office upon completion of the course. This will also help the Board Office to confirm your compliance if you would want to verify this information.

CODE OF ETHICS INFORMATION

THE CLOCK IS TICKING!

As a reminder, the current Code of Ethics (COE) cycle that began January 1, 2019, ends December 31, 2021. Here is a list of approved courses RECP has offered and meet the COE curriculum requirements:

- a. 2021 Role of the Grievance Committee & Citation Panels
- b. 2021 Professional Standards Hearing Panel Training
- c. 2020 Professional Standards Education Seminar
- d. 2019 Professional Standards Workshop
- e. Benefits of Dispute Resolution
- f. Cracking the Code
- g. Where Fair Housing Meets the Code of Ethics
- h. Not Just Another Code of Ethics

Free Member Benefit: You can still take the COE online class thru NAR and IAR.





The following list of words used in listingdiv were taken from the NAR.REALTOR site.

LISTINGDIV FAIR HOUSING WORD LIST

| | |
|------------------------|----------------------|
| Able Bodied | Impaired |
| Adult | Independent Living |
| Adult Living | Indian |
| African | Integrated |
| Aids | Jew |
| Alcoholics | Jewish |
| Asian | Jews |
| Bachelor | Latino |
| Blacks | Lesbians |
| Board Approval | Married |
| Catholic | Membership |
| Caucasian | Mentally Handicapped |
| Chicano | Mexican-American |
| Children | Mormon |
| Chinese | Mosque |
| Christian | Nationality |
| Christians | Newlyweds |
| Church | Older Person |
| Crippled | Physically Fit |
| Deaf | Racial |
| Drinkers | Religion |
| Employed | Religious |
| Empty Nesters | Singles |
| Ethnic | Spanish |
| Exclusive Neighborhood | Synagogue |
| Felons | Temple |
| Gays | Unemployed |
| Handicapped | White Only |
| Healthy | |
| Heterosexuals | |

