

In the Know....

August 21, 2023

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

2023 EXECUTIVE BOARD OF DIRECTORS

Dawn Miller, President
4dawnmiller@gmail.com
260-367-1778
Mark Hansbarger, Immediate Past-President
mark@hansbarger.com
260-316-3192
Patty Seutter, President Elect
pattys@c21bradley.com
260-302-1899
Jennifer Streich, Secretary/Treasurer
jstreich@hoslerrealty.com
260-302-5200



Board of Directors

Kay Kunce
Shala Cook-Hoover
Leyth Al-Mohammedawi
Dani Rittermeyer

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

2023 MLS BOARD OF DIRECTORS

Mark Hansbarger-President
mark@hansbarger.com
260-316-3192

Shala Cook-Hoover-Secretary
shalacook@hotmail.com
260-463-1111

Dawn Miller
4dawnmiller@gmail.com
260-367-1778

Patty Seutter
pattys@c21bradley.com
260-302-1899

Jennifer Streich
jstreich@hoslerrealty.com
260-302-5200

Michele Guin
micheleg@c21bradley.com
260-579-7316

Dominic Jackson
djackson@hoslerrealty.com
260-446-7650

Dani Rittermeyer
dani@alwaysre.com
260-499-1334

2023

**MLS Board of
Directors**

Mark Hansbarger
Dawn Miller
Shala Cook-Hoover
Patty Seutter
Jennifer Streich
Michele Guin
Dominic Jackson
Dani Rittermeyer

QUOTE OF THE WEEK

Don't worry when you are not recognized, but strive to be worthy of recognition.

—Abraham Lincoln



MARK YOUR CALENDAR

August 23 – Broker/Owner Meeting at the Board Office.

August 24 – Board Office Closed for AE meetings.

August 25 – New Credit Card Payment Policy. More information on page 5.

September 13 – New Member Orientation at Upstar.

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

September 14 – MLS BOD Meeting 10:15 at the Board Office.

September 18 & 19 – IAR Fall Conference. See pages 7&8 for registration details.

September 18&19 – Board Office closed for IAR Fall Conference.

September 21 – Lunch -n- Learn. Watch for more details!

November 14,15&16 – NAR NXT conference in Anaheim California.

Registration is open now at:

<https://registration.experientevent.com/ShowNAR232/>

MEMBER NEWS:

A Message from NAR

During the May Legislative meetings in Washington D.C., NAR approved that the annual dues payment will be adjusted from \$150.00 to \$156.00 and will be implemented for the 2024 dues billing cycle.

NEW OFFICE:

Listing Leaders Affiliated

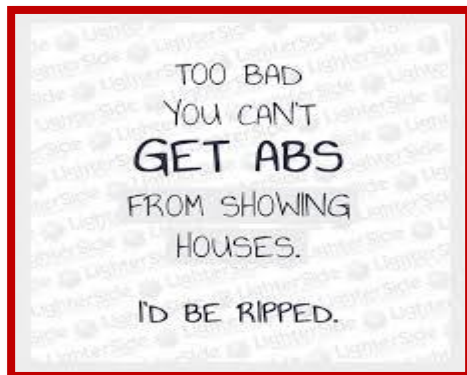
New Broker/Owner Member:

Rebecca Olson – Listing Leaders Affiliated

New Member:

Angelo Pedroza – Listing Leaders Affiliated

Cris Breidenbach – Re/Max - Angola



BUILD, BUY, or Remodel.
Let's talk!



Jon Halliwill
260.602.9822
jhalliwill@trfcu.org
NMLS# 454467

3 RIVERS



NMLS# 556303

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



Abbie Hood, Owner
Title Insurance Specialist
abbie@assurancecompany.com

ATC ASSURANCE TITLE COMPANY

Through integrity and trust, we will continue to support the title needs of the clients we serve.

102 E. Main Street
Albion, IN 46701
Toll: (888) 299-0923
Phone: (260) 636-2692
Fax: (260) 636-2223
www.assurancecompany.com

Now taking orders online!

Visit our website at:

www.neindianarealtors.com



Kristy Couch

kcouch@guardiantitleinc.com

260-665-5770

CLOSE IN DAYS NOT WEEKS! | MORTGAGES IN A SNAP!



TOP 1%
MORTGAGE ORIGINATORS
In America

Steve Hostetter

NMLS#454468

260.403.8642



Bailey & Wood
MORTGAGE LENDER



Congratulations Patty!

I am happy to announce that Patty Seutter of Century 21 Bradley has been selected to participate in the 2023-2024 Leadership Academy program! The academy is an excellent experience for our future leaders of the association and Patty will shine in this program! If you see Patty, be sure to congratulate her!



Indiana Realtors[®] Leadership Academy Class of 2024



Patty Seutter
Century 21 Bradley
Northeastern Indiana Association of Realtors[®]



Northeastern Indiana Association of REALTORS®

521 Professional Way, Kendallville, IN 46755
Phone: 260/347-1593 E-mail: niaor1@mchsi.com Fax: 260/347-1081



August 7, 2023

Dear NEIAOR Members,

For several years we have offered Credit Card payments as a part of our pay options for MLS fees and Annual Dues payments. We are committed to providing convenience and ease when making your payments, however due to rising costs of credit card processing fees we have made the difficult decision that we will be implementing a 3% credit card convenience fee when paying online. The new fee will take effect on your August 2023 invoices. As always you will still have the option to pay by check to avoid the convenience fee. Please note that all invoices will have the fee listed as a separate line item and the total amount due will include the convenience fee. If paying by check, please deduct the convenience fee from your total.

We value your membership and continue to strive to meet the needs of our members in the most cost-effective way possible.

Best Regards,

Greta Lude, AE

Northeastern IN Assoc of REALTORS®

521 Professional Way

Kendallville, IN 46755

260-347-1593; Fax: 260-347-1081

E-mail: niaor1@mchsi.com

www.neiaor.com



REALTORS® is a registered collective membership mark which may be used only by Real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics. www.neiaor.com



2023
Leadership
Summit
Highlights!



INDIANA REALTORS® FALL CONFERENCE

Sept. 18, 2023



Downtown Indy

Join us for a day of industry insight, market intelligence and professional inspiration:

September 18th, 2023 at the Hilton Indianapolis Hotel

120 W Market Street, Indianapolis, IN 46204

Registration Check-In at 8AM – Awards Dinner Wrap-Up by 9:00PM

Register Here

*Overcoming adversity and achieving your dreams – with Super Bowl Champion (and REALTOR®) **Gary Brackett***

*Defining the future of real estate – a blueprint for brokers from **Marilyn Wilson** – Founding Partner, WAV Group Consulting*

*Get the inside scoop on the latest market trends, legal developments, legislative wins and advocacy priorities from your **IAR team**.*

*And celebrate success with the **2023 Indiana REALTOR® of the Year, Good Neighbor** and **Distinguished Service Award** winners, while reconnecting with fellow REALTORS® across the state.*





Register Here

Registration Fee – just \$99, including:

- The full-day agenda of top-tier presenters and can't-miss content.
- Lunch with keynote Gary Brackett, coffee and snack breaks throughout the day
- Awards reception and dinner with your REALTOR® of the Year, Good Neighbor and Distinguished Service Award winners
- Invaluable networking opportunities with fellow REALTORS® across Indiana

Topics on our agenda include competitive business practices and the role we play in protecting pro-consumer marketplaces from legal attacks, Indiana's historic new budget investments in housing development (and keeping the momentum going in 2024), the latest demographic and economic trends shaping the real estate sector and much more.

Stick around for a special educational opportunity on September 19th: Bias Override

*For a discounted nominal fee (\$39), join IAR's Real Estate Certification Program (RECP) the morning after the Fall Conference for **Bias Override: Overcoming Barriers to Fair Housing.***

*This course helps REALTORS® take the initiative to overcome bias and discriminatory housing practices and build a more inclusive real estate market – **and earn 4 hours of Indiana CE.***

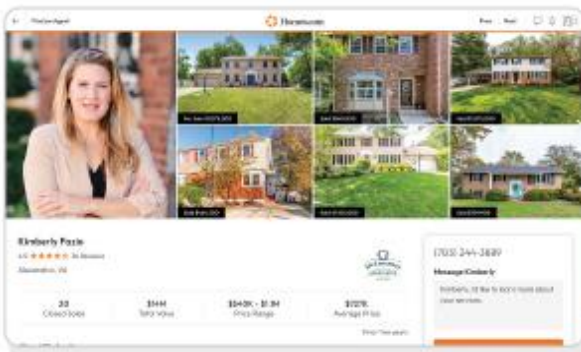
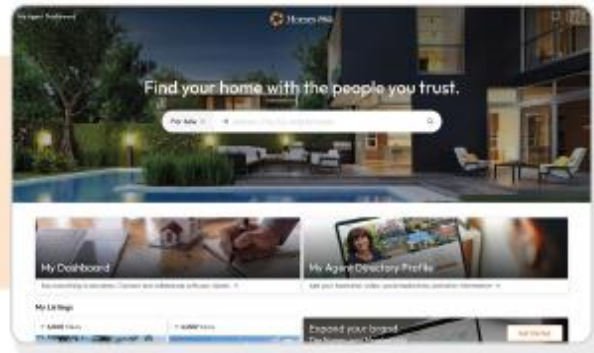
Book your accommodations at the Hilton Hotel Indianapolis by August 18th:

Get overnight accommodations at the Hilton Indianapolis Inn and Suites at an IAR Fall Conference discounted rate **here** – register with the Hilton by August 18th to guarantee your room at the conference rate.

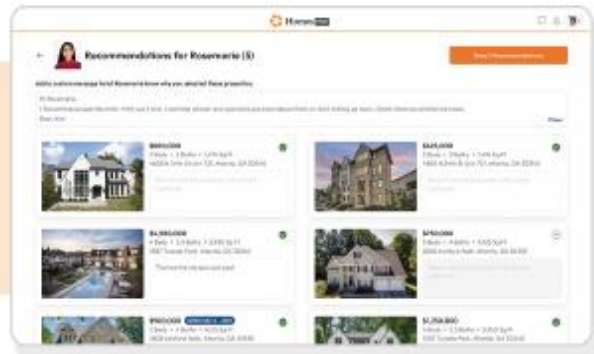
Log in to Homes Pro Today!

Getting Started is as Easy As 1, 2, 3. It's Free and Easy!

1 Head over to homes.com/login. Register or use your existing Homes.com or homesnap login.



2 Update your profile and showcase your expertise to consumers with reviews, photos, videos and a detailed bio.



3 Connect with or invite your clients to start collaborating with you on Homes.com.

Build Your Brand. No Referral Fees.

Attract the attention of homebuyers with eye-catching photos, videos and reviews to showcase yourself to the millions of consumers visiting Homes.com each month!

Need Help Getting Started?



Register Now!

Weekly Agent Intro Webinars every Thursday at 2 PM EST!

Scan the QR code to register online.

Questions? We're here to help!

Give us a call at 800-431-5509 or email us at support@homes.com



We're excited to announce that we are enabling [SentriConnect®](#) as a standard feature of our SentriLock system effective Monday July 31st. **This allows listing agents with Bluetooth lockboxes another option to provide temporary access.** The award winning SentriConnect® app provides the most secure, trackable temporary access in the industry.

Listing agents will now have either an access code or SentriConnect® to offer to out of area agents or contractors, inspectors, etc. through SentriConnect®. Listing agents or their authorized admin can securely control access by granting lockbox access to that specific person via their email address and their mobile device for a specific date and time range, the possibility of code sharing is eliminated.

The listing agent receives instant notifications via the message center when the SentriConnect® user enters the property, so the agent is always in the know with specific, up-to-date information. The agent can also schedule access up to 14 days in advance, and for those 14 days, can revoke any access granted. This is significantly longer than our competitors.

We are finalizing our integration with showing service vendors. Once the new integration is complete, showing service vendors will only grant access to out of area agents via SentriConnect®. SentriConnect® will work for all lockbox generations through 3rd party services, but only Bluetooth in the SentriKey App®.

NEW SECURITY FEATURE STARTING JUNE 30, 2023

SentriLock is enabling an important security feature for the SentriKey® mobile app in late June. This change will provide a higher level of protection against unauthorized access to your lockboxes or mobile app.

What does this mean for agents?

Beginning in late June, if users of the SentriKey® mobile app input an invalid PIN more than three times they will be temporarily locked out of their account for a few minutes. To avoid being locked out, after the third attempt, users will be directed to reset their PIN in the app or call SentriLock support for assistance.

What is a simple solution?

To avoid invalid PIN lockouts, we recommend that users enable biometrics (Touch ID or Face ID) in the SentriKey® mobile app. For information on how to do this, please see our [mobile phone guide](#).

What if an agent has forgotten their PIN?

A user can reset their PIN in the SentriKey® mobile app or on the SentriKey® website, using their security questions. If an agent has been locked out, SentriLock support will be able to assist in resetting their pin.

We're excited to share that the [next generation of ShowingTime](#) will be available starting on August 9th. You will see a banner at the top of your interface that reads, "Start using the next generation experience." You can switch back and forth between the version of ShowingTime that you are used to and the next generation experience by clicking on the banner. We'd love for you to try out the next generation experience; however, you are free to move between the two experiences as frequently as you would like!

ShowingTime+

**A new, modern
experience from the
name you've trusted
for years.**



The next generation of ShowingTime

Enhanced features, same reliability

The next generation of ShowingTime pairs an updated look and feel with dependable, familiar functionality and service to bring you a better experience. Along with some exciting new features, the fresh, modern interface is consistent between devices and can be personalized to your preferences, allowing you to work seamlessly no matter where you are.

Best of all, you can continue to use the version of ShowingTime you're comfortable with and try out the next generation experience at your own pace.

Customizable options

Create an experience that's all yours. The next generation of ShowingTime provides increased visibility of your brand and offers the choice of light or dark mode.

Choose your view

Easily view showing appointments through a variety of new, interactive calendar formats, using the one that best fits your needs.

Increased efficiency

Save time by performing actions to multiple items at once with the bulk select feature. This includes the ability to bulk cancel and schedule appointments, add/remove/change a contact for an activity or listing, and more.

Easily schedule multiple showings

Plan the most efficient route between multiple showings using the new tour building feature, so you can make the most of your time...and your clients'! You can even schedule in an all-important coffee break!

Be the hero.



For more information

Customer Support
800-379-0057
support@showingtime.com

[showingtimeplus.com](https://www.showingtimeplus.com)



August and September Webinar Shorts
Paragon Connect Webinars

Property Searches | Friday, August 25th | 1 p.m. CT [REGISTER >>](#)

Searches - Location, Hotsheet & Tour/Open House | Monday, August 28th | 1 p.m. CT [REGISTER >>](#)

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

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

Buyer Side Exploration | Friday, September 1st | 1 p.m. CT [REGISTER >>](#)

Seller Side Exploration | Wednesday, September 13th | 1 p.m. CT [REGISTER >>](#)

Home Page Exploration | Thursday, September 14th | 1 p.m. CT [REGISTER >>](#)

Access Points & Shortcuts | Monday, September 25th | 1 p.m. CT [REGISTER >>](#)

EasyCMA Webinars*

Learn how to use EasyCMA* in Paragon Professional or Paragon Connect!

Wednesday, September 27th | 1 p.m. CT [REGISTER >>](#)

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

Visit our Help Site for recorded Webinars - [Click here!](#)

Coming in October: Virtual Train the Trainer

Train the Trainer will be offered two more times this year. Each session will be held virtually. Sessions are at 1p CST each day. Daily attendance is required to receive a certificate at the end.

October TtT: 9th, 10th, 11th, 12th, 13th, 16th

Those interested in TtT should contact Gary Arnett gary.arnett@bkfs.com

**ASSURANCE
TITLE
COMPANY**



2023 NAR NXT, The REALTOR® Experience

NOVEMBER 14-16 • ANAHEIM, CA

REGISTER



<https://www.nar.realtor/links/nar-nxt-the-realtorr-experience>
<https://registration.experientevent.com/ShowNAR232/>

PLEASE TAKE A MOMENT TO COMPLETE THIS VERY IMPORTATN FEATURE.

If you do not choose a phone number or email address, your listings that display on other office's websites **WILL NOT** have any contact information.



Attention Managing Brokers!

Now You Can select YOUR email or phone number to display on IDX listings!

Effective September 1st, NAR's Broker Attribution Policy requires the display of the Listing Office Name and the email or phone number provided by the MLS Participant to display on IDX listings. IRMLS also requires the name of Listing Agent. In order to comply with this policy, Black Knight recently updated Paragon to allow Managing Brokers to select a phone number or email for display on their IDX listings. However, in order for a specific phone number or email to display, the Managing Broker must take **ACTION**.

Black Knight is not allowed to select a specific contact on behalf of the Broker so the system is set to "No Value selected". Managing Brokers must log into Paragon and follow the directions below to select their contact preferences for IDX display.

Log into Paragon > select Preferences > System Preferences > IDX/Vow Contact Info. A dropdown has been added labeled "Attribution Contact" that includes the following options:

- No value selected
- Agent Preferred Phone
- Agent Email
- Office Broker Preferred Phone
- Office Phone #1
- Office Phone #2
- Office Email

If a Managing Broker is assigned to multiple offices, each office will appear with a separate dropdown so the Managing Broker can select a specific contact for each office.

We are happy to answer any questions.

The screenshot shows the Paragon system interface. On the left is a navigation menu with the following items: System Preferences (highlighted with a green box and a green arrow), Market Monitor Filter, Search Options, Result Options, User Interface, Contact Manager, Time Zone, Calendar, IDX / VOW Contact Info (highlighted with a green box and a green arrow), Report Views, Email, Collab Center, and Tax Reports. The main content area is titled "IDX / VOW CONTACT INFO" and has a "Save" button. Below the title, it says: "As a broker, select the appropriate email or phone number to display as the Attribution Contact on your office's listings in IDX and VOW data feeds." There is a dropdown menu labeled "Attribution Contact:" with "No Value Selected" selected. A green arrow points to this dropdown. Below the dropdown is a list of options: "No Value Selected", "Agent Preferred Phone", "Agent Email", "Office Broker Preferred Phone - Offc", "Office Phone #1 - Office:", "Office Phone #2 - Office 2:", and "Office Email -".



ATTENTION AGENTS - COURTESY REMINDER

The association has been asked to remind our membership that the subdivision of Oak Shores in Rome City, Noble County, **IS** under the restrictions and covenants of an active Homeowner's Association. All prospective buyers and sellers must be made aware of this. Their HOA has asked us to provide our members with the relevant documents and contacts needed for transactions there. A copy of the documents can be found on the MLS docs section in the NEIAOR folder under "Home Owner Assoc. Documents".

****Be aware any and all documents are subject to changes so agents should exercise due diligence in verifying current info and contacts.****

Any questions about the Oak Shores Home Owners Assoc. should be directed to the contact info provided.



NEW WORDS/PHRASES ADDED TO LIST DIV

It is the start of the busy "listing" season, and we are seeing an uptick in Active Listings flagged using the No showing phrase in the remarks field. We are also seeing words/phrases like No Viewings/No Access being used. These words/phrases are not in line with data integrity and were recently added to the ListDiv words list. Please remember active listings entered into the MLS must be available for immediate showings. If you need delayed showing listings, they can be entered into the Listed Coming Soon status for up to 21 days. If the seller exceeds the 21 days, the listing can be placed in temp off market. As a reminder, LCS listings are included in the IDX/VOW and syndication data feeds, however, it is up to the client and/or vendor to decide if the LCS status is displayed.

PLEASE CHECK YOUR EMAIL AND MAKE SURE TO ALLOW ALL EMAILS COMING FROM THE LISTDIV SYSTEM AND NORTHEASTERN BOARD OFFICE. THANK YOU FOR MAKING SURE YOU ARE GETTING THE IMPORTANT INFORMATION YOU NEED!



News from IRMLS & Black Knight



Zillow Residential Lease Syndication – IRMLS recently entered into a syndication agreement with Zillow for the display of RESIDENTIAL LEASE Listings ONLY. **Managing Brokers** – you can syndicate your Resi Lease listings by using Clareity Connect – available in the Broker Container of the Clareity dashboard. The Clareity Connect guide has been updated. Click below to see the guide. Select the Clareity Connect icon which takes you to the Zillow Tile – Once you click on the Zillow tile; a request to syndicate will be sent to Zillow and Zillow will process the request within 24 to 48 hrs; You can use the Zillow dashboard to manage your syndication to Zillow.



1. Managing Broker
Syndication Clareity

Broken Photo Links – Black Knight is still working to resolve the broken photo links that occasionally happen when a listing is converted from a partial to an active listing. The only way to resolve the broken links is to re-upload the photos. Broken links can be identified by viewing the Listing using the All Fields Detail report.



Donate to win - minimum of \$50 required to enter
Participants can win a custom motorcycle with both the NAR and *Riding with the Brand* campaign themes. Members (anyone with an active REALTORS® M1 number) will have the opportunity to participate in a nationwide sweepstakes for this grand prize. All proceeds raised will funnel directly to the REALTORS® Relief Foundation, which helps U.S. communities rebuild and recover after natural disasters and other destructive events. Go to nar.realtor/riding to enter.

****Winner will be announced during the General Session during NAR NXT on November 16th, 2023.**

