



North Central Indiana

ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

FEBRUARY 2024 NEWSLETTER

Vision Statement:

North Central Indiana Association of Realtors is a unified board here to strengthen the integrity and professionalism of our REALTOR members for the purpose of protecting and serving our community.

Mission Statement:

We exist to unify, serve, and educate our members, and to help them be more successful in real estate.

Coming Up!

- General Membership Meeting Thursday, February 15th
- Committees will start meeting soon. See your Committee Chair for information on those meetings.
- Daylight Savings Time starts Sunday, March 10th



Welcome

NEW MLS MEMBER:

Natalie Martin
 Listing Leaders
 410 Lincolnway
 Valparaiso, IN 46383
 Cell: (219) 252-2270
 Email: natalieball0302@gmail.com

NEW OFFICES:

Craig Welsh
Platinum Realty Group
 120 N Cullen St, #400
 Rensselaer, IN 47978
 Cell: (219) 713-4641
 Email: craigwelsh56@gmail.com



Mike Hajek
Welcome Mat
 223 Lane St
 North Judson, IN 46366
 Cell: (574) 806-0656
 Email: mhajeksws@gmail.com

IMPORTANT LINKS TO CHECK OUT!

- WWW.NCIAR.COM
- WWW.NAR.REALTOR
- WWW.INDIANAREALTORS.COM
- WWW.HOMEOWNERSHIPMATTERS.REALTOR
- WWW.REALTORPARTY.REALTOR
- WWW.NAR.REALTOR/FAIR-HOUSING/FAIRHAVEN

CALLS TO ACTION

Just a reminder, it is very important that when NAR or the IAR has a "Call to Action" that you as a member, respond and participate!



GENERAL MEMBERSHIP MEETING



~ Special Guest Speaker ~

Mark Fisher

Chief Executive Officer of
Indiana Association of Realtors

Mark will be sharing an update on IAR services, what's next on Buyer's Agency, and a market/trends update. There will also be plenty of time for your questions.

When: Thursday, February 15, 2024

Where: Opie's Deli, 114 N Michigan St, Plymouth

Time: 11:30 am - 1 pm

Cost: FREE to Members

There will be short general board meeting starting at 11:30 am. We will be voting on a By-laws change as notified by email followed by lunch and our guest speaker. We hope you'll plan to attend!

Lunch will be buffet style and will include mini sandwiches, pasta salad, garden greens salad, spring green salad, light dessert, iced tea & water.

RESERVATIONS MUST BE RECEIVED BY FRIDAY, FEBRUARY 9th

Send RSVP's to nciar@comcast.net or call 574-935-3940

Please note that this is a free event and lunch is included but **you must RSVP to attend!** **We are limited to a seating of 40 so RSVP as soon as possible.** For more information, contact the board office at 574-935-3940.

NEW IRMLS CLAREITY DASHBOARD

The IRMLS has updated the Clarity dashboard in Paragon. If you have any questions about this new look and ways that you can personalize it, contact Alivia at the Board office at 574-935-3940.



COMMITTEES



Committee Chairperson and committee assignments have been emailed. Chairpersons are to contact their committee members to schedule their first meeting. Just remember, your association cannot grow and complete our Core Standards without the help of all our members, either as a chairperson of a committee or committee members. Please do your part and participate when asked. You only get out of the association what time and effort you put into it to make it successful!

Please support your Chairperson and NCIAR to make this a successful year in 2024!

MOBILE HOME LISTINGS

As a new membership benefit, you are now able to input your mobile home listing **in a section of our website** specifically created for advertising these types of listings.



Click the link below to see what the mobile home input form looks like along with becoming familiar with the mobile home listing rules.

<https://nciar.com/listings/mobile-home-listings/>

If you have any questions, contact Alivia at nciar@comcast.net or call 574-935-3940.

COE REQUIREMENT DUE IN 2024!



The Code of Ethics requirement for Cycle 7 is due December 31, 2024. If you're not sure if you have taken a Code of Ethics course within the 2022-2024 year cycle, please contact the board office.

We will be offering CE opportunities that include the Code of Ethics this year. Information will be sent to your email and in our newsletters. You can access a free online COE course at www.nar.realtor. For more information, please call the Board Office at 574-935-3940.

INDIANA REALTOR LEADERSHIP ACADEMY, CLASS OF 2025

Application for the Indiana REALTOR Leadership Academy, Class of 2025, will open June 1, and close August 1, 2024. For more information, go to <https://indianarealtors.com/about-us/leadership-academy/>



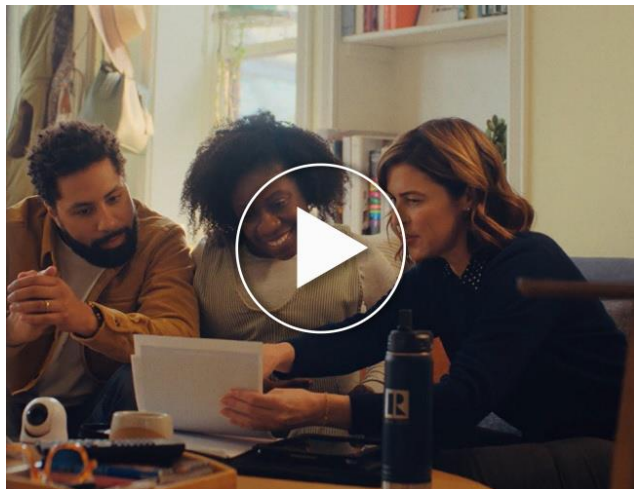
NAR'S CEO SETS RECORD STRAIGHT ON COMMISSIONS



NAR does not set commissions, and it never will." Great to see The National Association of REALTORS® CEO Nykia Wright set the record straight on NAR and how commissions work in real estate. Learn more on how NAR promotes homeownership through efficient, transparent, and accessible marketplaces at www.competition.realtor

AUTOMATIC PAYMENTS FOR MONTHLY DUES

We now offer automatic payments for your monthly dues. If you are interested but have not yet requested it, please contact the board office at 574-935-3940.



New REALTOR® Tales Hit the Airwaves

The sixth year of NAR's "[That's Who We R](#)" campaign showcases members' commitment to the Code of Ethics, access to specialized resources and unmatched expertise in their markets. As part of the campaign, season four of the NAR-produced docuseries "First-Time Buyer" is also now available on Hulu and FirstTimeBuyer.realtor.

Simplify Workflow With RPR App

Navigate Realtors Property Resource® more quickly with an upgraded app that reduces taps. For instance, the home screen is now a search screen, and specialty search tags let you apply filters, such as owner name, open house and distressed properties. [Try the app now.](#)

Join Members-Only FaceBook Groups

Looking for a new way to engage with fellow members regularly and stay updated on the latest issues and trends affecting real estate? NAR's members-only Communities of Interest Facebook groups provide spaces for you to share ideas, discuss business strategies and get actionable feedback. [Join today.](#)



7 Ways to Keep More of Your Money

Real estate pros almost never take advantage of all the tax breaks they're owed, says CPA Greg Antipoff. Financial misunderstanding and a lack of a system to manage business expenses often prevents practitioners from saving more money. [Get a preview of Antipoff's top tax tips](#) ahead of NAR's four-part [Tax Summit webinar series](#), starting next Wednesday.

Earn Cash by Letting Buyers 'Shop' Your Listings

Earn additional income and attract buyers by creating virtual storefronts or shopping boards for your listings. NAR REALTOR Benefits® partner Chirpyest lets you curate home furnishings and appliances on your boards to show buyers the potential in every home. Earn up to 30% commission when consumers buy items on your board. [Join Chirpyest today.](#)

Check out our **Facebook & Instagram** pages! **"North Central Indiana Association of Realtors"** @nciar. plymouthrealtors



If you would like to join our private Facebook page, please send email request to nciar@comcast.net and request an invite.

HELLO
February