



North Central Indiana

ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

MARCH 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!

- Daylight Savings Time starts this Sunday, March 10th
- Home & Outdoor Show March 22nd-24th
- Spring CE Classes May 7th-8th
- Metro Housing Summit, June 3-4



— Welcome —

NEW BOARD MEMBERS:

Brittany McIlvain
 Listing Leaders Integrity
 202 N Main St
 Knox, IN 46534
 Cell: (219) 204-2672
 Email: brittanyllintegrity@gmail.com

Nikki Sheppard
 RE/MAX Select Realty
 321 S Monticello St
 Winamac, IN 46996
 Cell: (574) 835-0767
 Email: nikkimshepp@gmail.com

NEW MLS MEMBER:

Julia Royal
 Coldwell Banker Real Estate Group
 2870 Miller Dr
 Plymouth, IN 46563
 Cell: (208) 202-9523
 Email: realtorjuliaroyal@gmail.com

NEW AFFILIATES:

Bordner Construction
 John Bordner
 203 W 6th St
 Mishawaka, IN 46544
 Cell: (574) 229-8493
 Email: bordnerbuilds@gmail.com

Great Lakes Home Inspection
 Mark Zehner
 293 E Wildwood Dr
 Warsaw, IN 46580
 Cell: (574) 253-2138
 Email: greatlakesinspectionin@gmail.com

NEW OFFICE:

Phil Hahn & Associates
 Scot Honeycutt
 1203 E Market St
 Nappanee, IN 46550
 Cell: (574) 354-8102
 Email: scot@hahnrealtyandauction.com

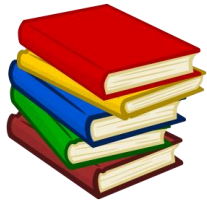


2024 HOME & OUTDOOR SHOW

The 2024 Home and Outdoor Show is March 22nd -24th at the Auto Park Sports Complex in Plymouth. The NCIAR PR Committee will have a table there. This will not only give us an opportunity to share the importance of having a licensed Realtor when buying a home with our community, but it will also help us to fulfill one of our Core Standards. We could still use a few volunteers to help man the table for just a couple of hours at a time. Please contact the Board Office if you would like to help at 574-935-3940.



SPRING CE CLASSES



Mark your calendar! Spring CE classes are being offered May 7th – 8th at the Moose Lodge in Rochester. Registration forms will be sent out in April. Watch for them to come in your email!

METRO
HOUSING SUMMIT
2024

2-DAY CONFERENCE
JUNE 3 - 4 • FORT WAYNE, IN
Grand Wayne Convention Center

Indiana's metropolitan areas are responsible for all the state's net population growth since 2010; as homebuyers want to move closer to work, shopping and recreation, metro housing markets are growing, too. How do we keep up this metro momentum?

The **Indiana Association of REALTORS® Metro Housing Summit** focuses on strategies for downtown redevelopment, promoting walkable neighborhoods and residential density, and investing in housing and quality of life to support small towns, growing suburbs and urban communities alike as building blocks of thriving regions. Join us June 3-4 in Fort Wayne!

Who should register? REALTORS® and real estate professionals, homebuilders and developers, local elected officials and planners, members of redevelopment commissions and zoning boards – anyone interested in meeting market demand for walkable neighborhoods, increasing access to housing in Indiana's cities and towns, and pursuing regional strategies for quality of life and residential development. For more information and to register go to [registration link](#).

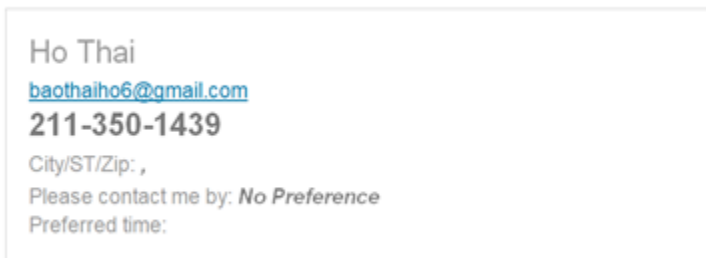
INDIANA REALTOR LEADERSHIP ACADEMY, CLASS OF 2025



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/>

REINDIANA.COM SPAM

From time to time, spam mail is sent through the reindiana.com site. Some of you have asked why this cannot be stopped, but reindiana.com allows the consumer to contact the listing agent if they are interested in a property. Because of that, it is possible to create spam mail. As of yet, there is no way to block spam mail globally without removing the ability for the consumer to contact the listing agent. We can report spam mail and have it blocked once it is reported. The following email has been reported and will be blocked. If you suspect that you've received other spam email, please report it to the NCIAR Board Office.



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.

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.

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.

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!




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

Save The Date!

Continuing Education



May 7th - 8th
At the Moose Lodge
1911 Westside Rd, Rochester

Save the Date!

NCIAR's Annual

Christmas Party

December 5th, 2024



Rev Up Your Referral Pipeline

Expand your referral network with a free account from RealEstateAgents.com. Plus, find out how you can be showcased as a PRIME agent. [Create a free profile.](#)



Coping With Loneliness as an Entrepreneur

The unique pressures of owning your own business can feel isolating. But real estate pros “don’t ever have to be alone again,” says California agent Adam Rodell, who helped his local REALTOR® association launch a support group for members. Hear why he says practitioners need community to thrive. [Listen to “Drive With NAR.”](#)

Enhance Your Professionalism On the Go

Now that you can access the Commitment to Excellence curriculum from a new mobile app, you can earn your C2EX endorsement anytime, anywhere. Plus, the AI-powered digital coach helps you create a development plan suited to your individual goals and schedule. [Download the app to get started.](#)

Use Course Savings to Explore a New Niche

Become the go-to pro for military and international clients with the Military Relocation Professional certification and the Certified International Property Specialist designation. Both are now 20% off (CIPS bundles excluded) and offered virtually so you can work at your own pace. [Enroll now.](#)

NAR Mobile App Enhances Member Experience

Stay ahead of issues in the real estate industry with the NAR Mobile app. Besides creating a customized news feed, you can access your member benefits, including special offers, podcasts, education and the member directory. [Checkout the app download now.](#)



2024 REALTORS® Legislative Meetings

May 4–9, 2024 | Washington, DC

Block time for your opportunity to influence housing policy.



Watch Pro Handle Surprise Lender Letter

REALTOR® Olin Eargle gets a [panicked call from his clients](#), whose lender told them just before closing that they may need a larger down payment. “We just got a really confusing email, and we’re stressed out of our minds!” See how Eargle responds in season four of NAR’s “First-Time Buyer,” streaming on Hulu and at [FirstTimeBuyer.realtor](#).

Using Credit Responsibly to Grow Your Business

Learn how to tap credit to scale your business and increase your personal wealth during the webinar “How to Leverage Business Credit,” March 20 at noon CT. Financial advisors also share pros and cons for different types of lenders and loan products—traditional banks, asset-based lenders, SBA loans and more. [Register now.](#)

‘That’s Who We R’ Full Campaign Goes Live

All 2024 consumer campaign ads are now live across national TV, streaming, radio and social platforms. The campaign provides an authentic view of the important role you play in helping clients navigate the complexities of property buying and selling. Visit [ThatsWhoWeR.realtor](#) to download social assets you can use in your channels.



Advocating For You

Hear from NAR's Chief Advocacy Officer Shannon McGahn on how the association advances public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment. [Watch her message.](#)