



North Central Indiana

ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

APRIL 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!

- Spring CE Classes May 7th-8th
- General Membership Meeting May 15th
- Metro Housing Summit, June 3rd- 4th



Welcome

NEW AFFILIATES:

Construction Unlimited Inspections
 Mike Forrester
 10945 E Tippecanoe Dr
 Walkerton, IN 46574
 Cell: 219-363-4196
 Email: mike@getcuinspections.com

Pillar To Post Home Inspectors
 Steve Maher
 1529 W Walnut St
 Kokomo, IN 46901
 Cell: (765) 926-7775
 Email: steve-maher@pillartopost.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!





2024
CONTINUING EDUCATION
12 HOUR CE PACKAGE

SPONSORED BY: NORTH CENTRAL INDIANA ASSOCIATION OF REALTORS, INC

**Cost: FREE for Primary Members, \$60 for Secondary Members,
 \$120 for Non-Members**

DATE: Tuesday, May 7th Wednesday, May 8th	LOCATION: Moose Lodge 1911 Westside Rd, Rochester, IN 46975
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Tuesday, May 7, 2024 – Instructor – Tim Reed, Reed School of Real Estate
 Wednesday, May 8, 2024 – Instructor – Tim Reed, Reed School of Real Estate

Schedule
Tuesday, May 7, 2024 – 8 hours

Indiana License Law (New Class)
Counts for Managing Brokers
 ____ 8:00 am to 12 pm

Procuring Cause in Real Estate
 ____ 1:00 pm to 3:00 pm

Buyer Agency
 ____ 3:00 pm to 5:00 pm

Schedule
Wednesday, May 8, 2024 – 4 hours

Indiana Contracts Update
 ____ 8:00 am to 12 pm

*If NOT attending all 12 hours, please check
 which class(es) you are attending*

REGISTRATION BEGINS BOTH DAYS AT 7:30 A.M.

REGISTRATION FORM: DUE BY MONDAY, April 29, 2024.

MAKE CHECKS TO: NCIAR and mail to NCIAR, 409 N. Michigan St., Plymouth, IN. 46563 (if applicable)

First Name	Last Name		
Home Address*	City	State	Zip
RB			
License Number	Phone Number	Email Address	

*Home address is required by the Indiana Professional Licensing Agency (IPLA) on registrations.

Please note: If you have already taken these courses from last fall but still want to attend just the Buyer Agency course on Tuesday from 3pm-5pm, you are welcome to do so. Just make note of it on this form. If you have any questions, please feel free to call the Board office at 574-935-3940.

GENERAL MEMBERSHIP MEETING

~ Special Guest Speaker ~

Steve Cox

**Underwriting Manager
Meridian Title Corporation**



Steve Cox is a seasoned professional with over 25 years of experience in the title industry, specializing in real estate transactions. Known for his pragmatic approach and problem-solving skills, Steve is dedicated to ensuring smooth and successful transactions for our clients. His extensive experience and deep understanding of the real estate landscape make him a trusted advisor in the industry.

With a diverse background at Meridian Title, Steve brings a wealth of expertise to the table, offering invaluable insights into estates, easements, and encroachments.

When: Wednesday, May 15, 2024

Where: American Legion, 1040 E Jefferson St, Plymouth

Time: 11:30 am - 1 pm

Cost: FREE to Members

There will be short general board meeting starting at 11:30 am followed by lunch and our guest speaker.

Lunch will be chicken salad on croissants, turkey & cheddar sandwiches, assorted salads, chips, cookies, coffee, tea, lemonade and water.

RESERVATIONS MUST BE RECEIVED BY THURSDAY, May 9th

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



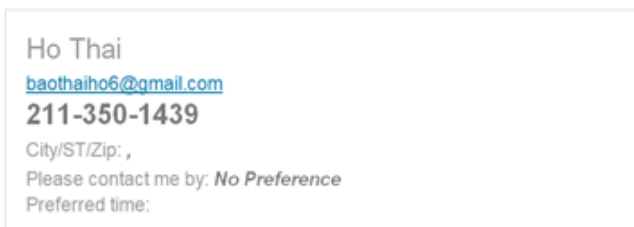
Indiana's metropolitan areas are responsible for all the state's net population growth since 2010; as homebuyers want to move closer to work, shopping and recreation, metro housing markets are growing, too. How do we keep up this metro momentum?

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](#).

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.



Written buyer agreement requirement to become law effective July 1st

Since our last advisory on February 29th, we're pleased to report that Governor Holcomb has signed [HEA1068](#), creating a state-level requirement for written buyer agency agreements.

This fulfills REALTOR® priorities for protecting broker compensation, promoting client transparency on commissions and proactively addressing the antitrust allegations that have spawned over two dozen lawsuits across the country.

Here are some key points for brokerage-level messaging:

[HEA1068 creates a minimum requirement for \(written\) buyer agency agreements; it becomes law effective July 1st, 2024. Here is the statutory language:](#)

Buyer agency agreements, or any authority to represent a buyer, shall show a definite date of expiration and shall be in writing, either on paper or in electronic format, with one (1) copy to go to the buyer within three (3) business days of the time of signing. The original and all electronic files shall be retained in the office of the selling broker.

Key points for brokers:

- HEA1068 requires that buyer agency representation be formalized by written agreement, with an expiration date, retained for your records with a copy provided to the buyer client.
- This requirement is consistent with Indiana's statutory definition of the listing agreement (also only required to be "in writing" with a "definite date of expiration").
- All licensed real estate brokers must follow this requirement - there's no disadvantage relative to non-REALTOR® licensees - and violations are enforceable by the Indiana Real Estate Commission under their authority to regulate occupational practices.
- IAR endorsed a minimum requirement for buyer agency agreements via HEA1068, while allowing (and encouraging) brokerages to develop their own office policies beyond the legal minimum.
- There is no strict standard on timing; agreements must only be executed before a broker can begin negotiating on behalf of a buyer (again, brokerages may set their own policies – it is advisable to require signed agreements as early as possible).
- REALTORS® may use the IAR Buyer Exclusive Agency Contract to meet the new requirement, or brokerages may create or customize their own forms.

How this requirement benefits the industry and protects buyer broker compensation (a refresher):

- Requiring written buyer and listing agreements confirms that clients on both sides of the transaction understand and have agreed to the terms of broker compensation before any negotiation.
- When buyers and sellers have signed agreements with their brokers, they can also negotiate directly about compensation as a term of the purchase agreement, apart from any MLS offer of compensation.
- A buyer can request that the seller pay buyer broker compensation as a condition of the purchase agreement (just like a request for closing costs); the seller can accept, refuse or negotiate a lower amount. (Get a summary of recent guidance on broker compensation, the purchase agreement and MLS offers.)
- Giving buyers and sellers the option to negotiate buyer broker compensation outside the MLS refutes the allegation that commissions are being imposed at non-negotiable levels through broker cooperation.
- Securing an exclusive buyer agency agreement that details broker compensation neutralizes the claim that buyers have little or no input on how their brokers are paid (assuming blanket offers of compensation by listing brokers).
- Securing an exclusive buyer agency agreement also allows a buyer broker to educate their client on their services and negotiate compensation based on the value they provide.
- If there is no MLS offer of compensation, if the MLS offer is lower than agreed-upon buyer broker compensation, or if a seller refuses or renegotiates a buyer request to pay compensation, the buyer broker has a contract that protects full compensation (or allows terms to be amended).

ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION COURSE

Throughout 2024, NAR is making the popular Accredited Buyer's Representative (ABR®) designation course, typically \$295, available to REALTORS® at no cost. Take the first step toward earning your ABR® designation at [become.abr.realtor](#).



Correcting the Record, Reinforcing the Value

Since the proposed NAR settlement was announced on March 15th, we've focused on providing members and brokerages with the most accurate and up-to-date information on the settlement terms, MLS and professional practice changes and the [estimated timeline for implementation](#).

We also recognize the need for public outreach on what consumers can expect – and pushing back on misinformation and exaggerated claims about the impact on the real estate industry and issues like housing affordability.

On that front, we want to share two recent editorial pieces from IAR president Jennifer Parham and CEO Mark Fisher that provide state-level perspective on the proposed settlement and its impacts on consumers, correcting media misinformation, and crediting Indiana REALTORS® for successfully advocating for a state written buyer agency agreement requirement.

Jennifer Parham: [“Indiana perspective on the real estate commission lawsuits”](#) (PDF)

Mark Fisher: [“Correcting the record on real estate compensation, professional representation](#)

LINKS TO NAR'S LATEST SETTLEMENT FAQs

NAR members can continue to access the latest information and FAQs about the settlement on facts.realtor.



NAR will also continue to provide updates about the settlement process as it unfolds on competition.realtor.

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/>

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.



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.

HOW TO CONTACT YOUR ELECTED GOVERNMENT REPRESENTATIVES

Do you ever have questions or comments about government services or issues, but you're not sure who to contact? Find the names and contact information for your representatives at all levels of government using a convenient tool from USA.gov. Enter your address or review steps to get the federal, state, and local information you need. [Find and contact your elected officials](#)

A poster for a board picnic. It features a red and white checkered picnic blanket on the left side. The background is a light wood grain. The text reads: "Save the Date!" in italics, "BOARD PICNIC" in large bold letters, "& General Membership Meeting" in smaller text, "August 21st, 12 Noon" in bold, and "At the Culver Lion's Club Pavilion" at the bottom.

Save the Date!
BOARD PICNIC
& General Membership Meeting
August 21st, 12 Noon
At the
Culver Lion's Club Pavilion

A poster for the 2024 Affiliate Fair. It features a soccer ball, a basketball, and a football. The text reads: "Save The Date!" in bold, "2024 Affiliate Fair" in large bold letters, "October 2, 2024" in smaller text, "New time & new location! Watch for more information to come!" in a smaller font, and "FOR THE LOVE OF SPORTS" in a box at the bottom right.

Save The Date!
2024 Affiliate Fair
October 2, 2024
New time & new location!
Watch for more information
to come!
FOR THE
LOVE OF SPORTS



Get Buyers to Commit to You as Their Agent

Real estate pros who have earned the [ABR® designation](#)—which is free to NAR members through the end of the year—say they’ve learned strategies to increase client loyalty over the long haul. Broker Darrell Plummer, who describes himself as a “listing machine,” says his confidence with buyers skyrocketed after taking the course. [Take advantage.](#)

Decode the Future Market With Historical Data

Past and present market data provides valuable clues to future conditions. For instance, a consistent decrease in median days on market in your area could indicate increasing buyer interest and prompt you to price listings differently. Find out how [Realtors Property Resource®’s market trends data](#) can inform your strategy in real time.

Make Safe Work Practices Second Nature

Staying safe on the job requires safety protocols that are as reflexive as putting on your seatbelt. NAR’s Safety Program offers training videos, tips, webinars and best practices to help protect yourself in every situation. [Explore safety resources.](#)

Master the Art of Leadership

A strong leader can leave a lasting legacy on the industry. The REALTOR® L.E.A.D. courses equip you with the practical skills, concepts and knowledge needed for effective association or business leadership. Courses are designed for your busy schedule and combine online, self-paced material with an instructor. [Enroll now.](#)



New Prohibitions in Telemarketing Laws

Telemarketing can be an effective way to promote your services, but there's an uptick in lawsuits against real estate brokerages over violations of the Telephone Consumer Protection Act. It's important to comply with updated guidance from the Federal Communications Commission as more states expand restrictions. [Watch NAR's latest "Window to the Law" video.](#)

Show Consumers You Stand for Fair Housing

Use turnkey assets from NAR's consumer ad campaign in your communication channels to demonstrate the REALTOR® difference. Tap new [fair housing](#) messages as well as other [print](#) and [social](#) content on a variety of topics.

Your Personalized Professional Development Plan

NAR's Commitment to Excellence program, which supports and improves your professionalism, uses an AI-powered digital coach to help motivate you on your customized path to endorsement. Access the program anytime, anywhere via the new C2EX mobile app. [Get started.](#)

Make Your Voice Heard on NAR Committees

Fresh ideas and people from different walks of life make NAR an agile and forward-looking organization. Share your expertise to help shape the association's policies and agenda. [Apply for a 2025 committee position by May 15.](#)