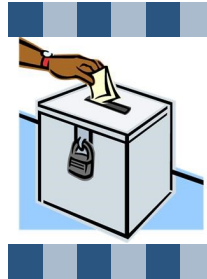


The elections for the 2018 Board of Directors is right around the corner. The association would like to thank everyone that has volunteered to submit their name as a candidate in the past and thank those who have already submitted their name for the fall elections. The deadline for the slate of candidates is August 26, 2017. Please consider volunteering for your association this fall. Interested in running? Please contact the board office for more information at 219-324-8120.



Letter from the Board President

Happy 4th of July everyone.

Hope everyone is having a great season. June was a great month. I want to thank every office and agent that participated in the LPCAR food drive. I want to personally congratulate County-Wide Properties on winning this year's large office contest, I personally saw the donation cans around town, what a great Ideal. Thinking outside the box. Great Job. I would also like to congratulate the winner of the small office, Pine Lake Realty and Amy Blind for their participation and showing that no matter what size office you're part of you can make a difference and be part of our community.

(Continued on page 6)

Indiana REALTORS® Leadership Academy : OPENING DOORS TO A BETTER TOMORROW

Do you know someone that would be a great candidate for the Indiana REALTORS® Leadership Academy? Applications for the 2018 Class are now open. The academy is an awesome experience for our future leaders of the association. The Leadership Academy helps identify emerging leaders from local associations, trains and motivates them to exert a positive influence on the future of the REALTOR® organization, their professions, and the real estate industry.

All applications must include 2 letters of recommendations. One should be from the local association AE or an association officer or director. The other might be the managing broker or an association leader.

Here is the link to a new page on the Leadership Academy and the application: <http://www.indianarealtors.com/about-us/leadership-academy/>

Applications are due by August 1, 2017.

Questions? Contact: Kathy Harbaugh

765-461-3446 | kharbaugh@indianarealtors.com

The La Porte County Association of REALTORS® will be offering tuition reimbursements for those candidates who have successfully completed the program beginning with the 2017-2018 class. An application for tuition reimbursement will be available early 2018 to cover the Leadership Academy tuition. Applicants will be required to fill out the form and submit it to the board office along with a certificate of completion from the IAR Leadership Academy. More details and the application will be made available in 2018.

In This Issue

- Letter from the Board President
- IAR Leadership Academy
- Charity Auction Seating Chart
- SB 505 and Fee Info
- Charity Fundraiser
- July Calendar

Raise the Bar: Professional Courtesy- Why Good Manners Matter

Summer is in full swing and typically agents are busy with showings, contracts, etc. The majority of our members are busy during the summer months as families tend to make their moves or purchase new homes during the summer. It is during the summer that the board office receives the most complaints regarding professional courtesy with each other. The real estate industry is unique in that agents are all competitors and yet must work together to make the job easier.

A best practice to have that goes a long way, is to remember to give feedback on a property that you show. Sellers anxiously await calls from their listing agent to find out what buyers and other agents thought, and they are disappointed when there is no feedback from a showing agent. Imagine if it were your listing and you had several showings without the courtesy of feedback. Try to make it a practice to give feedback within 24 hours of a showing so it is fresh in your mind. Even if the buyers are simply not interested in the property, it is important for the listing agent to know that information or understand why. If you need to cancel a showing, contact the listing agent directly to let them know as soon as possible. Too often it is easier to contact the listing office and hope the agent receives the information. In this age of electronics it is so easy to either call the listing agent directly or send a quick text! And remember, if you are not providing feedback for showings, how can you expect others to provide feedback for your listings? Be professional and provide that valuable feedback in a timely manner.

Another complaint that is often heard is in regards to the seller's disclosure. State law in Indiana requires that sellers provide buyers a disclosure form: **Indiana Residential Seller's Disclosure Form**—This applies to residential real estate of four or fewer dwelling units, with the following exceptions: Estates, foreclosures, court ordered sales and transfers, transfers between co-owners, spouses or within the family bloodline, and new home sales where the property has never been occupied. This form is required regardless of whether the property is listed with a licensee. (FSBOs - properties that are "for sale by owner" must also comply) Though this is the "seller's" disclosure, if a licensee is involved, they must ensure it is properly used. If a transaction is exempt from the use of this form, licensees must still disclose known defects. Failure to have this form properly signed by all makes the transaction unenforceable against the buyer.

- (5) Distribution of signed disclosure forms:
 - ((a)) The buyer must receive a signed copy prior to acceptance of their offer. (Offers should be made with these disclosures in mind.)
 - ((b)) If requested, the buyers appraiser should get a copy.
 - ((c)) Buyer(s) must sign the disclosure form for the purchase agreement to be enforceable against them.
 - ((d)) Seller(s) must sign again at closing to affirm there have been no changes to the condition of the property since the disclosure form was initially presented.
- (6) The owner is not liable for inaccurate information provided by competent third parties. Sellers are not liable or defects discovered by buyers after the sale has closed which the sellers were unaware of. (a property is listed in February, and sold and closed in April. In May the buyer turns on the A/C to find it inoperable. A seller would not be liable unless it could be shown that they knew and failed to disclose it)
- (7) The owner is required to correct any inaccuracies or changes in disclosures prior to closing.
- (8) The buyer may nullify the contract within two business days after receipt of a disclosure form or amended disclosure form that discloses a defect. If nullified, the buyer shall have all earnest monies returned

NAR REALTOR magazine has some essential tips regarding disclosures:

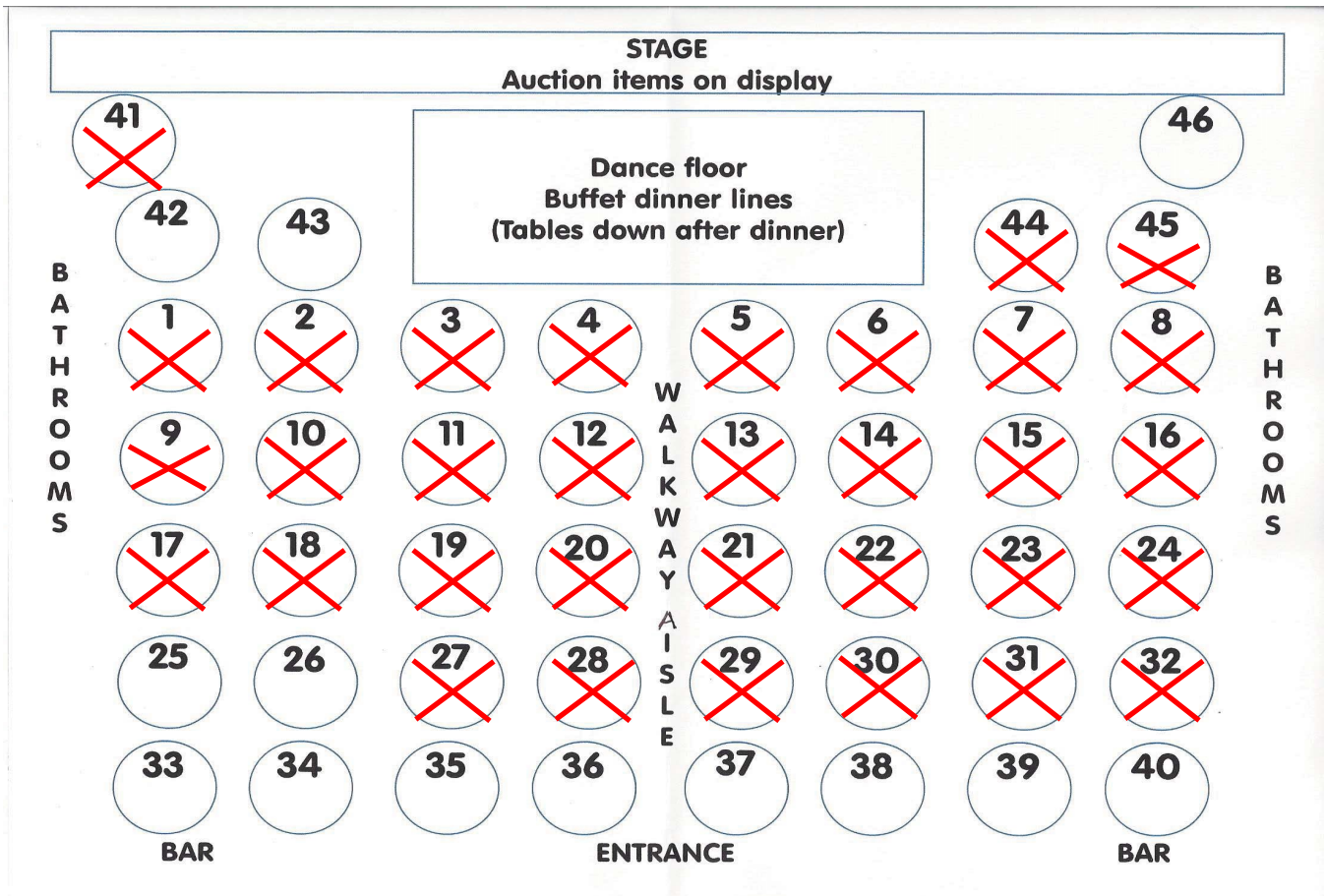
<http://realtormag.realtor.org/law-and-ethics/law/article/2009/04/10-essential-disclosure-rules>

Remember to always be professional with your clients AND your colleagues.

Charity Auction Dinner Ticket and Table Reservation Information

The Deserving Children Charity Auction will take place on Friday, November 10, 2017 at the Orak in Michigan City. Dinner and Table Reservations are currently on sale! Tickets are \$50 per person/\$400 per table...Tables of 8 may be reserved with a \$50 deposit - Table must be paid in full by June 30th, after that date you will forfeit your deposit and the table will be available for reservations. Seating chart is shown below. (tables marked in red have already been reserved).

**To reserve a table or purchase dinner tickets, please contact
Karole Myres at 219-363-8677.**



Membership Update

The following have applied for membership in our Association:

Kent Porter— New Buffalo Savings Bank

Lisa Frazee—La Porte County Realty

Kelly Truchan—La Porte County Realty

Michelle Dickman—1st Choice Realty Group

Please contact the board office if you have any questions or comments.

A reminder to all offices: please contact the board offices with any additions or changes so our records may be updated.

SB 505—Document Recording Process

Randy Novak of our Government Affairs Group has provided the following information regarding SB 505 and the changes that took effect July 1, 2017. We thank Randy for providing this information.

Senate Bill Modernizes the Document Recording Process

Senate Bill 505 was recently passed by both the Indiana Senate and the House of Representatives, and signed into law by Governor Eric Holcomb on April 21, 2017, taking effect on July 1, 2017.

This legislation, authored by Senator Rodric Bray along with Senators Blake Doriot and Dennis Kruse, modernizes the document recording process and fee structures.

SB 505 specifically addresses the following:

- Replaces the current confusing fee structure with a more predictable and transparent “flat” fee for documents filed with the county recorder;
- Modernizes the bulk user statute to reflect changes in the industry while ensuring the preservation of the public record; and
- Allows for the electronic recording of public documents to increase efficiencies.

“This bill was a collaborative endeavor between our fellow government offices and the lenders and settlement agents of Indiana. The passage of SB505 provides modern recording solutions that will benefit our constituents,” stated Indiana Recorders Association President and Porter County Recorder Jon C. Miller.

SB 505 was supported by several statewide organizations, including the Association of Indiana Counties, the Indiana Attorney General, the Indiana Land Title Association, the Indiana County Councils Association, the Indiana County Surveyor’s Association, the Indiana Society of Professional Land Surveyors, the Indiana Mortgage Bankers Association, the Indiana Credit Union League, the Indiana Bar Association, and the Hoosier Press Association.

Details can be found by calling your County Recorder’s office or by visiting the Indiana Recorders’ Association website at <http://indianarecorders.org/resources/SB505-summary>

Contact: LaPorte County Recorder, 555 Michigan Ave., Suite 201, LaPorte, IN 46350, Telephone 219-326-6808 ext.2280, email address: lsosinski@laportecounty.org



**Lois Sosinski
Laporte County Recorder**

Recorder's Fee Schedule

INDIANA COUNTY RECORDER'S FEE SCHEDULE

(Effective July 1, 2017)

Mortgages (including Mortgages, Subordinate Mortgages, Corrective Mortgages, Re-recorded Mortgages, Indentures and Supplemental Indentures)	\$55.00
Deeds and all other instruments, including re-recorded instruments (fee includes 1 oversize page)	\$25.00
Additional pages exceeding 8 ½" x 14" within any document shall be charged:	\$5.00 each
Mechanic's Lien <u>including one mail out</u>	\$25.00
Each additional mail out	\$2.00
<u>Plus for each additional cross reference after the first</u>	\$7.00 each
Uniform Commercial Code:	
UCC, 2 pages or less	\$6.00
3 pages or more	\$10.00
UCC Continuation, amendment or assignment, 2 pages or less	\$6.00
3 pages or more	\$10.00
UCC-11 Information Request, per debtor name	\$7.00
Each additional name	\$5.00
Copies 11" x 17" or smaller, per page	\$1.00
Copies larger than 11" x 17", per page	\$5.00
Certification of Document	\$5.00

Scholarship Award Recipients

LPCAR is pleased to announce the 2017 Scholarship Recipients. Jacob Noll, Christine Ake and Samantha Ake.

ceed in their pursuit of higher education by providing scholarships to students of family members of our Association.

LPCAR is dedicated in helping our young people suc-

Congratulations!

Letter from the Board President *(Continued)*

(Continued from page 1)

The deserving children committee had great success again this year with the bowling night, raising over \$1500.00. and the bake sale raised over \$300.00. Thank you Robin Umphrey and Tommy Sunn for manning the both again this year. What would we do without you two? Thank you to all that donated the bake goods to sell.

Summer is here, business is Good. Don't Forget to enjoy yourself. A balance of work, Friends and family are imperative to your health and wellbeing. We all work by appointments so don't forget to make one for yourself and enjoy Life.

Bernie Conners, LPCAR 2017 President

2017 NAR Conference and Expo in Chicago—Enter NAR's Contest for Prizes

How Well Do You Know Chicago Cuisine?

Enter NAR's Trivia Contest "How Well Do You Know Chicago Cuisine?" between July 1-31 for a chance to win a \$100 Lettuce Entertain You gift card to use during your trip to the 2017 REALTORS® Conference & Expo!

Here's how it works: Answer all seven trivia questions correctly via the [online entry form](#) between July 1-31, 2017, and you'll be entered to win a \$100 Lettuce Entertain You gift card to use at any of the 50+ Lettuce Entertain You

restaurants in the Chicago-land area. You may enter the contest multiple times; however only one correct completed entry will count per person. All answers can be found on the Internet. This contest is only valid for eligible members of the National Association of REALTORS® – you must provide a current NRDS ID and valid email address to be eligible. NAR Staff, their immediate families and those living in their households are not eligible to enter. Email addresses will not be shared or sold and will only be used to contact the winners.

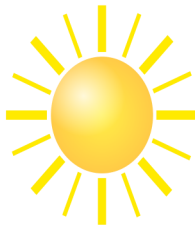
The winner will receive one \$100 Lettuce Entertain You gift card. This prize is non-transferrable and cannot be redeemed for cash. This prize does not include registration to the 2017 REALTORS® Conference & Expo and does not guarantee hotel or flight availability. The drawing will be held no later than August 15, 2017, and the winner will be notified no later than August 16, 2017.

By participating, entrants agree to these official rules and that decisions by NAR are final and binding in all matters relating to the sweepstakes. Any taxes imposed upon a prize will be the sole responsibility of the winner.

Sunshine Committee

Sunshine Committee for this association are **Robin Umphrey/REMAX 1st for La Porte** and **Diana Hirsch/Merrion & Associates for Michigan City**.

Please contact them with any news that is relevant to this association.



Upcoming CE Opportunities

August 29, 2017: CE night immediately following our general membership meeting. Instructor Tim Reed, course : TBD

Registration for the CE and meeting will open soon and will be available on our website at:

www.laportecountyrealtors.com

LA PORTE COUNTY ASSOCIATION OF REALTORS, INC
2017 REALTOR OF THE YEAR NOMINATION FORM

Name of Nominee: _____

Business Address: _____

Phone Number: _____ Fax Number _____

Email Address: _____

1. Achievements and contributions (use additional sheets if necessary);

It is not necessary to complete all sections.

A. **REALTOR PROFESSIONALISM:** (high principles, faithfulness to laws and regulations, the Code of Ethics, and the furtherance of principles of good real estate practice among other brokers and general public)

B. **REALTOR DESIGNATIONS:** (Designations, advanced education and/ or training)

C. **COMMUNITY SERVICE:** (local, state and national level of participation in civic and service clubs, charitable activities, political activities, fraternal or religious groups, etc.)

(Continued on Page 8)

(Continued from Page 7)

2. **LOCAL BOARD ACTIVITY:** Board offices and committee work, special assignments, seminar activity and education work, membership and offices held in local chapters or institutes, etc.

3. **STATE ASSOCIATION ACTIVITY:** State offices held and committee work, attendance and participation at IAR Conferences, Board of Directors meetings and educational conferences, etc.

4. **NATIONAL ASSOCIATION OF REALTORS ACTIVITY:** National offices and committee work, membership and work in institutes, attendance at NAR conventions, etc.

5. **OTHER COMMENTS:**

Submitted By:

Name: _____

Office: _____

Please return completed form and photo of nominee (if available) to:

Iris Muccigrosso, Executive Officer
La Porte County Association of REALTORS
P.O. Box 248, La Porte, IN 46352
Fax:219-324-9323 Email: lpcar@frontier.com

Forms must be submitted no later than August 15, 2017 (no exceptions)

LPCAR Deserving Children Fundraiser

Help LaPorte County Association of Realtors Support Deserving Children!

Deserving Children Supporters! Please join us in raising funds for this worthy cause by taking Pampered Chef orders during the month of July. Invite your family, friends, neighbors, etc to place an order with a portion of the proceeds going to the Deserving Children's Charity fund. The link <https://pamperedchef.com/go/lpcardeservingchild> will take you directly to the party to shop and to pay for items directly. You will have an option to have your items shipped to our Fundraiser Host at a flat fee of \$5.25 OR direct shipping to your home for a couple of dollars more. If you prefer to pay with a check, please make checks payable to Jolynn Walker, your Pampered Chef Consultant. Orders paid by check will be picked up from your office on Monday, July 31st.

Deserving Children Shopping Tour is a local charity where money is raised to take the children of LaPorte County shopping. 100% of the money raised stays here in LaPorte County. The children begin their shopping night with a meal provided by McDonald's and then get their picture taken with Santa. The shopping experience begins with the children purchasing items that they need, such as hats, coats, boots, clothes and one toy for Christmas. Last year over 700 children in LaPorte County were able to take advantage of this program

If you have any questions, please contact Jolynn Walker and or Dawn Zigler at 219-362-3228.





RPAC: Your Best Investment in Real Estate

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests. The money to accomplish this comes from voluntary contributions made by REALTORS®. These are not members' dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. RPAC doesn't buy votes. RPAC enables REALTORS® to support candidates that support the issues that are important to their profession and livelihood.



Like us on Facebook:
La Porte Co. Assoc. of REALTORS, Inc.



Follow us on Twitter:
LP Assoc.REALTORS@LPRealtors



Follow us on Instagram
laportecountyrealtors



mobile text alerts

Contact Us

LPCAR
PO Box 248
La Porte, IN 46352

Phone(219)324-8120


Fax: 219-363-9323

lpcar@lpcar.comcastbiz(dot)net or lpcar@frontier(dot)com Visit us on the web at

www.laportecountyrealtors.com



July 2017

SUN	MON	TUE	WED	THU	FRI	SAT
2	3	4 4th of July— Office Closed	5	6 Board of Director Meeting at board office at 12 noon	7	8
9	10	11	12	13	14	15
16	17	18	19 Give Back Night at Patrick's Grill in Michigan City	20	21	22
Board Office Closed—7/17 ro 7/19		23	24	25	26	27
28	29	30	31	 <p>July 19 is Give Back Night at Patrick's Grill, Michigan City for the Deserving Children's Charity. From open until close Patrick's Grill will donate back 10% of your bill. No coupon needed. Join us for some great food and to help our cause.</p>		