

MAY 2007 CHIPS

MAY MEMBERSHIP MEETING

Topic: Credit Scores

Speaker: Alan Thorup – Land America Lending Services

| | |
|---------|----------------------------------|
| WHEN | Thursday, May 24, 2007 |
| WHERE | Matterhorn Restaurant, Elkhart |
| TIME | 11:30 AM |
| COST | \$10.00 for Affiliate and Guests |
| SPEAKER | Alan Thorup |
| PROGRAM | CREDIT SCORES |

About the Program:

Alan Thorup has been in the financing business for several years and will be presenting valuable information about credit scores. Mr. Thorup plans to give an introduction to credit and credit scores while giving history on the development and various sources of information. He will also discuss the components of a credit report and how to read one. One important aspect of a credit score is to learn how to improve a credit score. This type of information will be valuable when working with clients and lenders.

About the Speaker:

Mr. Thorup has graduated from Eastern Michigan with BBA degrees in Accounting and Management and Xavier University MBA with a concentration in Management. He is also President of The Indiana Mortgage Bankers Association as of the meeting (currently Pres. Elect until 5/3). Mr. Thorup has 23 years in mortgage lending (1983 - 2006) originating, managing sales, and managing operations in Michigan, Ohio and Indiana. His personal originations of conventional, FHA and VA loans exceeding \$100M as a full-time loan originator. Mr. Thorup's current position, as of September 2006, is the Account Executive for LandAmerica Lender Services in Indiana.

RESERVATIONS ARE A MUST FOR BOTH REALTORS AND AFFILIATES! Please call the Board Office, 875-3283 or drop us an email at members@ecbor.com to let us know if you plan to attend. Thank you. Affiliate members and Guests may pay by cash or personal/corporate check either in advance or at the door. The cost is \$10.00

2007 MEMBERSHIP MEETING DATES & TOPICS

June- No Meeting

July 20:

8:30am- Maplecrest Country Club
Speaker: Dick Carl
Topic: Measuring Square Footage

August 23:

11:30am- Matterhorn Restaurant
Speaker: Daniel B. Maidlow
Topic: 1031 Exchanges

September 20:

11:30 am LOCATION CHANGE: Ramada Inn, Elkhart

**Speaker: Ted Hillary
NCAA Referee, Motivational Speaker**

**October 25: 11:30am- Matterhorn Restaurant
Speaker: TBA**

November: No meeting

**December 13:
11: 30 a.m. Matterhorn Restaurant
Annual Holiday Auction”**

EVENTS/AFFILIATE SPONSORS

UPCOMING EVENTS:

NAR LEGISLATIVE MEETINGS – WASHINGTON DC – MAY 14TH-19TH

NEW MEMBER ORIENTATION – JUNE 7TH –BAYER FEDERAL CREDIT UNION – 8:30 A.M. – 5:00 PM

ANNUAL CANOE TRIP – JUNE 22nd

NEW AND IMPROVED ECBOR GOLF OUTING – JULY 26TH

ANNUAL AFFILIATE EVENT SPONSORS:

| |
|--------------------------------|
| First Federal Savings Bank |
| First State Bank of Middlebury |
| Goshen Community Bank |
| Horizon Bank |
| LandAmerica Lawyer’s Title |
| LaSalle Bank |
| Meridian Title Corp. |
| Metropolitan Title Co |
| MFB Financial |
| TCU |
| Unlimited Mortgage |
| Valley Lea Labs. |

2007 CALENDAR

| This Month: | MAY | | |
|--------------------|------------------------------|----------------|----------------------|
| MAY 6 | “OUR NEIGHBORHOODS” ROLL OUT | | THE TRUTH |
| MAY 8 | NEW OFFICE ORIENTATION | 3:00 PM | BOARD OFFICE |
| MAY 9-10 | STRATEGIC PLAN MEETING | ALL DAY | STURGIS, MI |
| MAY 14-19 | NAR LEGISLATIVE MEETINGS | | WASHINGTON |
| D.C. | | | |
| MAY 22 | ENTERTAINMENT COMMITTEE | 12:00 PM | BOARD OFFICE |
| MAY 22 | NEW OFFICE ORIENTATION | 3:00 PM | BOARD OFFICE |
| MAY 23 | MINI- SESSION: OUTLOOK | 11:30-12:30 PM | BOARD OFFICE |
| MAY 23 | GRIEVANCE COMMITTEE | 1:30 P.M. | BOARD OFFICE |
| MAY 24 | MEMBERSHIP MEETING | 11:30 A.M. | MATTERHORN |
| MAY 28 | MEMORIAL DAY | | OFFICE CLOSED |

| Looking Ahead: | JUNE | | |
|----------------|----------------------------|----------------|--------------|
| JUNE 1 | EDUCATION COMMITTEE | 10:00 AM | BOARD OFFICE |
| JUNE 7 | ORIENTATION | 8:30-5:00PM | INOVA FCU |
| JUNE 13 | MINI- SESSION: TECHNOLOGY | 11:30-12:30 PM | BOARD OFFICE |
| JUNE 13 | GRIEVANCE COMMITTEE | 1:30 PM | BOARD OFFICE |
| JUNE 14 | BOARD OF DIRECTORS MEETING | 8:30 A.M. | BOARD OFFICE |
| JUNE 20 | MINI- SESSION: ZIPFORM | 11:30-12:30 PM | BOARD OFFICE |
| JUNE 22 | CANOE TRIP | | TBA |

LOCAL NEWS

The Elkhart County Board of REALTORS®

Proudly introduces

"Our Neighborhoods"

located in *The Truth*

on Page 5 of the Right Move

BEGINNING SUNDAY, MAY 6, 2007

Providing Monthly MLS Market Statistics Including:

- Comparables from 2006 to 2007
 - Average Sale Price
 - # of Units Sold
 - Days on Market

Providing Weekly Neighborhood/Subdivision Feature Including:

- Historical Information
- Interviews with Homeowners
- Factual Information (i.e. schools)

Technology Hotline

866-232-1833

Hours: Monday-Friday 9am- 5pm

Having Technical issues?

Whether you are working on your computer, phone, pda, or any other technical device, the Technology Hotline is there to help answer your questions! You pay for this service each month! Put this hotline to good use!

Information to have on hand:

NAME

OFFICE PHONE

NRDS NUMBER

ARE YOU THINKING OF JOINING THE BOARD OR MLS?

APPOINTMENTS ARE REQUIRED

The Board Office would like to remind all offices who have new agents joining the Elkhart County Board of REALTORS that an APPOINTMENT IS REQUIRED. This also applies to anyone who is applying as a New MLS Office. The application process requires a lot of preparation by Board staff and therefore walk-ins will be asked to make an appointment. The new member process itself will take approximately 30 to 45 minutes if the paperwork is completed in advance. Please make sure the new applicant has all the paperwork filled out prior to attending the appointment.

New Member applicants will need to bring: ECBOR application

Membership documents can be found at: www.ecbor.com.

View the fee schedule for Realtors & Affiliates: <http://www.ecbor.com/pdfs/2007DuesBreakdown.pdf>

Also, please note the scheduled dates for New Members and New MLS Offices for the month of May:

New Members:

| | | |
|--------------|---------|--------------|
| May 9, 2007 | 2:00 pm | Board Office |
| May 16, 2007 | 2:00 PM | Board Office |
| May 22, 2007 | 2:00 PM | Board Office |
| May 29, 2007 | 2:00 PM | Board Office |

New MLS Office Orientation (required):

May 8, 2007 - 3:00 PM
May 22, 2007 - 3:00 PM

ZipForm News:

The Elkhart County Library is now available on ZipForm!

In addition to the existing State forms, Elkhart County has uploaded Input forms for South Bend and other local forms that are not available through the State.

ONLINE USERS: No need to take additional action to access the Elkhart County Library. ZipForm will take care of updating the library for all ONLINE users. If you need assistance, call ZipForm at 1-800-383-9805.

DESKTOP USERS: You will not receive the library automatically. You will have to perform a manual download. The instructions are on ecbor.com

EDUCATIONAL MINI SESSIONS NOW OFFERED!

The Education Committee developed a list of topics that agents have expressed interest in and put together four mini sessions. The sessions are designed to give the maximum of amount of information in the smallest amount of time so as not to waste the agent's valuable time. Just bring your lunch (or not) and stop by the Board office and join us.

The following Mini-Sessions is an opportunity to expand your knowledge in the Real Estate Industry!

Come join our classes!

May 23rd- Microsoft Outlook Class
11:30-12:30pm
Share tips & tricks with other users.

June 13th- Technology Panel
11:30-12:30pm
How to Maximize the Use of Technology In your Business. One tip could save you lots of money!

June 20th- Zipform Online
11:30-12:30pm
Attendees must know how to use ZipForm. This is not a training class, but more question and answer time.

Don't forget.... bring your own lunch!

Call the Board Office for reservations (875-3283) or send an e-mail to info@ecbor.com.

MLS INFO



Paragon Wi-Fi is here!

FNIS recently released a new service for all MLS's called Wi-Fi . In turn, your MLS Board of Directors made the decision to provide this service to all MLS members as no extra charge. All you need is a WAP enabled cell phone....sounds complicated doesn't it...but its not just read on.....

What does Wi-Fi mean exactly? "Wi-Fi" means you can access the MLS data real-time from any Phone or PDA that has access to the Internet. No extra MLS fees or downloads are required. The phone or PDA must have a Wireless Application Protocol (WAP) enabled to use this application.

Simply open the phone or PDA's Internet browser and enter <http://elkhart.fnismls.com/paragonwifi>. A screen will appear requiring a user name and password. Enter your regular Paragon MLS User Name and Password and you are ready to search the MLS from anywhere! For more details, [click here](#). It's that simple...

So what are you waiting for? Pick up your phone and access real-time MLS data today!

PARAGON 3.9 Upgrade

Paragon 3.9 was installed on Tuesday, April 24, 2007. Full upgrade details are available by going to MLS Docs and clicking on the Paragon User Release Notes folder in the MLS system.

Paragon 3.9 Upgrade Highlights:



Made the on-line MLS compliant for VISTA users. Fidelity will continue to address VISTA compliance issues for Paragon Desktop.



The MLS Office now has the ability to create Teams within the Paragon system and offer Agents a more fluid Team workflow.



Fidelity replaced the Rich Text Editor in order to address compatibility issues with the new Microsoft Vista operating system. This editor is found within all E-mail Functions, Email Preferences, E-Card Preferences, Auto-Email Notification, CMA Cover Letter, CMA Agent Resume, CMA Company Info, and CMA Final Comments.



Corrected miscellaneous system issues. [Click here](#) for a complete list system issues.

Please remember to call the FNIS help desk for any MLS issues you experience. Staff is not able to address any issues stemming from the upgrade and will direct members to call FNIS. This process really assures the agent will have their issue addressed and documented by trained support personal. The number to call is 1-877-657-4357. You will hear a recorded voice and immediately after she is finished press 1 for Paragon support - press 2 for Paragon 3 or press 3 for Wi-Fi support. Thank you.

MLS Training Classes

The MLS is now offering on going MLS system training. The training covers basic, advanced and program specific training for CMA and Prospecting. We encourage all new agents to attend the basic class as soon as possible to learn how to maximize the tools offered through the MLS. We also encourage anyone who has used the system from the start to check out the basic class because we are discovering even the most seasoned agent is finding out the system can do so many things.

What has been the biggest WOW...

MAP SEARCH - .Map search is located in the "secondary criteria" box on the search screen. To use the Map search feature simply enter the search criteria in the "Primary criteria" box – move to the bottom of the screen and Click Open Secondary Criteria – "click here to Launch Mapping." A screen will open to begin the search. The search can be done in many ways....enter an address in the address field and click "Get New Address." The select Rubber Band or Radius search that allows you to select a perimeter around the target address to locate all the listings within that area that match the search criteria entered. This is great for locating sold listings. Attend the class to learn more about this amazing feature.

Watch the MLS Home Page & www.ecbor.com for May Paragon Training dates. Don't forget to try the Help Function within the MLS system. This is really a well thought out learning tool.

Elkhart County MLS 1st Quarter Residential Statistics

| Jan 1 - Mar 31 Combined | <u>2007</u> | <u>2006</u> | <u>2005</u> |
|--------------------------------|--------------------|--------------------|--------------------|
| Units Listed | 894 | 935 | 770 |
| Sold Units Residential | 383 | 507 | 443 |
| Average Sale Price | 125,432 | 121,689 | 113,058 |
| Median Sale Price | 107,500 | 113,000 | 108,000 |
| Average Market Time | 103 | 87 | 95 |



MLS Update – MAP SEARCH AND HELP NUMBERS

Dear MLS Update:

I heard there were a couple of different ways to do a Map Search. Can you tell me where I can find the Mapping feature in the MLS?

Mapless

Dear Mapless:

The Map feature is available throughout the Paragon system. Look for it on the main Search Menu, the Property Criteria Search, and in the Specialty View Reports. The Map feature mentioned in the Basic class but covered in detail in the Advanced Paragon Class. We encourage you to attend the classes to learn how to best utilize this function as well as many others. Details on training classes will be located on the MLS Home

page, www.ecbor.com or in the Training Folder in MLS Docs. Call the Board office at 875-3283 to make your reservations.

Dear MLS Update:

From time to time, I have questions on how to use the Paragon system and how to use my computer in general. I don't know if I should call the Board office, the Paragon Help number or the IAR technology hotline. I know the Board Staff are extremely busy but I hate calling help numbers where I may have to sit on hold forever. What do you think I should I do?

Seeking Help

Dear Seeking Help:

The Board Staff really appreciates your confidence in their ability to assist you. However, the people who answer the Paragon support number are trained on every aspect of the MLS system. They are there from 7:00 a.m. to 9:00 p.m. every weekday and 10:00 a.m. to 4:00 p.m. on Saturday and 12:00 noon to 4:00 p.m. on Sunday. They do nothing else but answer calls from members who need help and because of that they have much more knowledge than Board staff. The Help line is a valuable service the MLS provides for every member. The Help line tracks every call they receive to help identify system issues and areas of difficulty for the end user. This in turn helps FNIS provide a better system and helps the MLS identify areas of difficulty for the member. So go ahead and give it a try...with wait times at an all time low members can enjoy quick and knowledgeable answers to all MLS system questions. Please remember: Help line Agents are all employees of FNIS and are not outsourced from a third company.

General computer questions? If you have any non-MLS computer questions, whether its hardware or software related, call the FREE Technology Hotline. Hotline Agents can answer questions about Windows, Mac, PDA's, ZipForms, Internet Explorer and much more. The MLS has heard rave reviews from members who have used the tech line and we encourage you to give it a try. When you call the Technology Hotline, you will be asked for your name, office phone, and NRDS number. The phone numbers and hours are listed below:

PARAGON MLS HELP DESK

1-877-MLS-HELP (1-877-657-4357)
 Select Option 1 (Paragon Support)
 Select Option 2 (Paragon 3)
 Select Option 3 (Wi-Fi)

Hours (EST):

Monday – Friday 7:00 AM – 9:00 PM
 Saturday 10:00 AM – 4:00 PM
 Sunday 12:00 Noon – 4:00 PM

TECHNOLOGY HOTLINE

1-866-232-1833

Hours (EST):

Monday – Friday 9:00 AM – 5:00 PM

MEMBER MONITOR

APRIL NEW MEMBERS & OFFICES

The Board of Directors approved the following new members at the April 12th meeting. Members are given the opportunity to present objections or support for the new applicants. If members have any comments please direct them to the Board of Directors. The following members will be inducted at orientation and presented to the membership at the May membership meeting.

REALTORS®:

| | |
|--------------------|----------------------------|
| Mary Ellen Fedorow | Century 21 Landmark |
| Cindie Gills | Century 21 Landmark |
| Evelyn Johnston | Prudential One Realty |
| Mary Dale | Coldwell Banker Anchor |
| Lou Ann Slaven | Cressy & Everett |
| Abiel Valdez | Brad's Realty & Prop. Mgt. |
| Dan Wiseman | 1-2-3 Realty, Inc. |
| Veronica Rodriguez | 1-2-3 Realty, Inc. |
| Shawn James | Coldwell Banker Anchor |

AFFILIATES:

| | |
|----------------|--------------------------------------|
| Angeline Beres | Key Bank |
| Joe Hartsough | Preferred Real Estate Inspection |
| Andrew Taghon | Midwest Real Estate Inspections, LLC |
| Kevin Finn | Kevin Finn, P.E., Inc. |

New MLS OFFICES:

Ascent Real Estate, LLC
Participant: Jason Nunemaker

River Walk Realty, LLC
Participant: David Dull

On the Move:

Sana Powers – moved from Michiana Online Realty to Re/Max Excellence
Carol Slabach – transferred from Carol Slabach, Realtor to Realty Group Resources
Lee Stone – from Re/Max Realty Marketing to Gateway Realty, LLC
Cristina Vandebossche – moved from Troyer & Associates to Alternative Real Estate Sales
Patty Wise – from A Progressive Realty to Century 21 Landmark Realty

RECENT INACTIVE AGENTS:

Monica Bates – Susie Tucker Realty
Lori Rust – Homestead Realty
Walter Cueto – Stewart Realty

BOARD MEETING HIGHLIGHTS

April 12, 2007 Board Meeting Highlights

Julie reviewed the New Member Intake schedule and advised the Board the New MLS Office Orientation has been reconfigured and all new Participants will be required to attend. At orientation Participants will be given access to the MLS system, their allocation of lock boxes as well as information regarding MLS processes.

MLS motion passed to amend the Reciprocal Agreement with the Kosciusko County MLS. Primary REALTOR membership in one of the Boards will be added to the Participation Criteria.

The Strategic Plan meeting is scheduled for May 9th-10th at Camp Manowe in Sturgis Michigan. The Strategic Plan task force will take part in leadership development as well as putting together a strategic plan. Once the plan is completed, it will be presented to the Board for approval.

The MLS system now offers WIFI access. Board staff will prepare educational materials so the membership will understand how to maximize the WIFI offering. It was noted that Supra also offers WIFI access to the MLS through the eKey service. Staff will make sure to note that eKey users are receiving this service as a bonus and the primary benefit of the eKey service is using the phone as a keypad.

Julie reported the Main Street property closed in March and the proceeds were put in the MLS savings account. The finance committee will review the situation to make sure the MLS is receiving maximum benefit from the monies.

Due to the unexpected and excused absence of both MLS and ECBOR Presidents, the vote on the eTruth data share recommendation was delayed. A special Board of Directors meeting will be called to vote on the issue. Board members were asked to visit various newspaper who offer MLS data on their website prior to the next meeting.

The Board voted on new members, two new MLS offices, and 1 new Affiliate Keypad Application.

LOCKBOX & VOICEMAIL UPDATES

LOCK BOX NEWS:

Tips and Tricks - Opening an iBox

You may think that the closer you hold your electronic key to an iBox, the better. Not so! The best way to open an iBox is to hold your key between 6 and 12 inches away from the purple lens, not right next to it. And in bright sunlight, you may need to shield the iBox as you try to beam it open.

eKey Devices & Service

Many agents now use a Palm Pilot (PDA) or Smartphone to beam open the iBoxes. How come they are able to do this? They subscribe to either eKey Basic or eKey Professional service from GE Security! The annual cost is a more than the display key but the both the basic and professional eKey service turns your cell phone or PDA into a keypad to open lock boxes. In addition, the cell phone will update wirelessly without any effort on the part of the Agent.... EKey Professional, in addition to opening lock boxes and updating wirelessly, offers wireless access to real-time MLS Data, Maps, Agent/Office rosters and allows showing details to be downloaded to our phone. You can do business anytime, anywhere.... so call Carol at the Board Office or go to www.ecbor.com to check out the cost of these services.

eKEY Basic or eKEY Professional?

You may add either level of service to any device on the list (below) unless otherwise designated. You can also upgrade from the dKey service at anytime during the year and we will apply the dKey monies toward the cost of the eKey service.

Not sure which level of service is right for you? Below are great timesaving advantages eKEY users are enjoying across the US and Canada.

| Basic | Professional | eKey Service allows agents to : |
|--------------|---------------------|--|
| • | • | Open iBoxes |
| • | • | Read iBoxes at listings; view showing agent name and phone |
| • | • | Customize iBox access hours as you take the listing |
| • | • | Add business card, flyer, showing notes to iBox |
| • | • | Track iBox inventory and view settings on your device |
| • | • | Send showing feedback to listing agents when you update your key |
| • | • | View showing activity details on KIM web |
| | • | Retrieve specific MLS info wherever you are |
| | • | MLS info and agent roster refreshed daily on your key device |
| | • | View Hot Sheets |
| | • | Search MLS five ways (Most used is Address Search) |
| | • | Free Mapopolis maps linked to listings |
| | • | Create and save buyer profiles and mini-CMA searches on device |
| | • | View showing details and feedback on your device |

What phones can be used as eKeys?

Windows Mobile Operating System

Treo 700W (Verizon)

Treo 700 WX (Sprint)
 SmartDevice PPC-6700
 -8125
 -MDA
 -SV – 6700
 UTStarcom PPC-6700
 PPC-6700

Palm Operating System

Treo 680
 Treo 700P
 Treo 650

Remember: If you are using a SmartPhone with wireless Internet access, your eKEY will update by itself overnight. If you do not have wireless Internet access, you may update your SmartPhone through your PC,

Please go to www.supraekey.com for a complete listing of certified devices prior to purchasing a device to work with this service. The information contained in this newsletter is not guaranteed or all-inclusive. This article is for informational purposes only.

VOICEMAIL TIPS: Using voice mail to answer all your phones at all your locations

[Are you tired of making several calls to get all your messages?](#)

Don't FORGET: You can FORWARD all your phones to your one eGix voice mail. Then by simply calling your voice mail you will receive ALL messages left at any location with one call. Just think – your home phone, office phone, cell phone – instead of dialing each phone individually you can set up your eGIX voice mail to answer all your phones.

CALL FORWARDING service is required and can be added to any phone plan by contacting your phone service provider.

STATE NEWS

Spanish IAR State Forms have been updated! Visit www.indianarealtors.com for detailed information or just click here: <http://indianarealtors.com/members/legal/legalDetail.aspx?id=1>

FORMS UPDATE

IAR FORMS UPDATE FROM RICHELLE MOSSLER – IAR DIRECTOR OF LEGAL AFFAIRS
2006 ALTA TITLE COMMITTEE
APRIL 27, 2007

Effective immediately, a new commitment and title policy called ALTA 2006 is available for use in Indiana. The ALTA 92 policy will be withdrawn by ALTA on July 17, 2007. After that date, title companies will no longer be issuing the 1992 policies. Basically, the ALTA 2006 is replacing the ALTA 92.

In light of the above industry change, the IAR legal department has updated Purchase Agreement forms #34 and #2 in the Residential Forms library to add ALTA 2006 as a title policy choice. At the bottom of these two forms, it will read UPDATED MAY 2007. This change should post on May 1, per instructions from ZipForm.

Each Board has been sent a comparison of the ALTA 92 with the ALTA 2006, if anyone would like to see the differences. We also received an "underwriting alert" letter verifying that the ALTA 92 policy will be withdrawn by July 17, 2007. It is unclear whether there will be additional fees for the ALTA 2006 versus the ALTA 92. Please direct specific questions regarding these policies to your local title company.



RPAC Olympics: Passing the RPAC Torch

2006 Goal: \$350,000
2006 Raised: \$375,697.45

2007 Goal: 377, 000
of Members (as of 11/30/06): 20,033

Pass the Torch at the REALTOR Olympics!

Goal: Involve every IAR Local Board and Association with educating members in their communities on the importance of RPAC and raise local RPAC participation goals to a minimum of 50% of REALTOR members resulting in Indiana's statewide goal of raising \$377,000 in 2007.

NATIONAL NEWS

Stop taxing families in foreclosure

(WASHINGTON) - NAR and other housing groups are asking Congress to give a break to homeowners in foreclosure, saying those owners should not be hit with additional taxes if part of the mortgage is forgiven.

Under current law, if a family goes into foreclosure or the lender forgives part of a loan, the IRS considers it income that can be taxed. The Mortgage Cancellation Relief Act, currently under consideration, would change that law.

"How can we add insult to injury? As if losing your home isn't painful enough, to turn around and tax a family on what the government calls income is distressing," said NAR President Pat Vredevogd Combs.

Zillow told to stop providing estimates in Arizona

(PHOENIX) - The Arizona Board of Appraisals has ordered Zillow.com to stop providing online home values to Arizona residents, contending that Zillow's "zestimates" amount to appraisals that the Web site is not licensed to provide.

The Appraisal Board has sent two cease and desist orders to the Seattle-based technology company.

A spokeswoman for the company said, "We have responded to the letters from the Arizona Board of Appraisal and hope to engage in a productive dialogue with them."

The Web site states that its estimated home values are not appraisals and should not be considered reliable.

Remodelers worry that owners won't test for lead dust

(WASHINGTON) - The Home Builders association has found that despite public awareness of the hazards of lead dust, most consumers would not pay for a test that would determine whether a home was lead-dust free after a remodeling project.

The EPA wants to require such tests after remodeling projects are finished in homes built prior to 1978. The Home Builders worry, however, that consumers may not feel the tests are necessary, especially on do-it-yourself projects.

Tests could cost as much as \$200 per room, which the Builders say DIYers may not be inclined to spend.

"The EPA must encourage homeowners to work with trained professionals," to make sure cleanup after a project is satisfactory.

ListedGreen is where homebuyers can find eco homes

(LAS VEGAS) - ListedGreen, a listing service for environmentally friendly homes and housing developments, has announced it will participate in the AltBuild Expo being held in Santa Monica, Calif., in May.

ListedGreen, which calls itself the "MLS for green, energy efficient, sustainable properties worldwide," says it will use its attendance to educate the public about buying "green" homes.

ListedGreen.com posts both existing homes and new construction on its Web site for \$20 per month. It says it scrutinizes each listing to make sure the listing qualifies as a green property.

Reprinted with permission from Real Estate Intelligence Report, 2006

NAR PROPOSAL TO INCREASE THE DUES AND PR CAMPAIGN FUND ASSESMENT

The following "Notice of Proposed Assessment" will be upon by the Board of Directors at its meeting in Washington, D.C., on May 19, 2007. The purpose of the assessment is to continue the National Association's public awareness campaign.

The amount to be paid by a Member Board shall be the amount of the assessment as stated in the notice times the sum of the number of REALTOR® members of that Member Board.

Exhibit A

Notice of Proposed Assessment

The Board of Directors will vote on a proposal to assess all Member Boards the amount of thirty dollars (\$30.00) for the year 2008, thirty-five dollars (\$35.00) for the year 2009 and thirty-five dollars (\$35.00) for the year 2010. The assessment for each year will be due on January 1st * of that year. The funds from the assessment are to be used to continue the national public awareness campaign.

The Board of Directors will also vote on a proposed member dues increase from \$64.00 to \$80.00 beginning in 2008. This is \$16.00 increase and the first in many years.

* Dues collection deadlines will vary from Board to Board. The Elkhart County Board of REALTOR's 2008 annual dues deadline is October 1, 2007.