

NEREN BOD Talking Points

June 21, 2017

- The Board approved the following Paragon system changes:
 - Adopt the Real Estate Standards Organization's (RESO) handling for "Expense" fields in the Commercial Sale, Commercial Lease and Multi-Family property classes by eliminating various separate individual expense fields and adding two new selection fields that contain those options. "Operating Expense" and "Operating Expense Includes" fields will be added with selections of: Heat, Insurance, Maintenance, Management, Miscellaneous, Snow, Trash, Water & Utility.
 - Make "Restrictions" a required field when Property Type = Condo.
 - Add "Senior Community" as a selection under the Property Type field in the Rental Property Class.
 - Add a selection of "Furnishings" to the "Negotiable" field.
 - Adopt these additional non-mandatory "Energy Efficient" RESO fields: Power Production Type, Mount Location, Power Production Annual, Power Production Annual Status, Power Production Size and Power Production Year Install.
 - Move selection of "Window AC" from the "Cooling" field to the "Equipment" field.

- The Board is pleased to announce that a new shareholder association has joined NEREN ownership. The Northeast Association of Realtors® in Massachusetts has become our 24th shareholder.
 - Also, the BOD has approved a bylaw change that will permit the Massachusetts Association of Realtors® to have a non-voting Director, as do the NH and VT State Associations currently. This bylaw change will not be complete until the shareholder reps meet and vote on this matter in October.

- The Board considered but declined to contribute to the NAR corporate ally program. This NAR program seeks MLS contributions to be used for candidates and issues funding.

- The Board received several updates from staff on meetings at the NAR mid-year convention.
 - Project Upstream had announced a change in policy whereby they will seek MLS data feeds to populate listings into their software system. This is a major reversal from their original concept of having all listings be entered directly into their software first. They will still work towards their original goal while using these MLS data feeds.
 - NAR is conducting a dialog with the industry on their current policy of allowing MLS's to require all agents under an MLS participating broker to also be subscribers to the MLS. The topic is likely to be raised again at the next NAR convention meeting in November. NAR encourages feedback to mls@realtor.org. The Board is aware that if there is any change in policy that results in fewer MLS subscribers, then our current dues structure would be adversely impacted. Thus, some combination of dues increases, reduction of services, change to a flat-fee style per office charge, or consideration of no longer following NAR policy will all have to be discussed as options.
 - NAR made a change to IDX rules regarding allowing IDX data to be used on third-party audio/display devices such as Amazon's Echo (aka Alexa), Microsoft's Cortana, Google's Home and Apple's Siri. However, many unanswered policy questions have not yet been explained by NAR and the Board looks forward to learning more about the policy shift before it goes into effect in March of 2018.

- The Board was provided an update on Paragon improvements:
 - Added City/State to CC2 email.
 - Fixed the Tax Auto-Fill tool on the CMA program.
 - Finished changing all references of "Client" to "Collaboration Center."
 - Default options on CMA Presentation set up are now available within the CMA Preferences Wizard. This means that users can now set their default options on the Comparable Report, CMA Summary, CMA Comparable Property Statistics and CMA Seller's Net Sheet.
 - Phase One of creating relationship between State/County/City was completed. This means we will be able to set specific States to be available for selection in Listing Maintenance.
 - The duplicate display of the Status field in CC2 was fixed. No more "Active-Active."
 - City/State was added to listing views on CC2 on Mobile views.
 - Fixed Market Monitor so OH/Tours would display when the days are set to 0.
 - Bing Mapping Software updated to the latest version (8).
 - Changed displays in the Collaboration Center to be dynamic (meaning if there is no value in the field, it will not display).
 - The default setting in the Collaboration Center has been updated to "Newest to Oldest" from the previous default setting of "Highest Price to Lowest Price."
 - A new link has been added to mobile displays in the Collaboration Center to allow the user to easily view the desktop version of the listing information.
 - Phone numbers that are displayed in the Collaboration Center can now be clicked on to place a call.
 - New Photo arrows have been added to Mobile Views in the Collaboration Center to alert the user there are more photos to view.
 - Fixed display of the SqFt field in the Collaboration Center that was applying six 0's after the decimal.
 - Fixed an error in the CMA tool which was showing a display error when viewing the map of the property detail page.
 - Fixed an issue on the Agent Full report when the user experienced an error when attempting to click the email address to send a message.

- The BOD presents the following brief NEREN MLS history:

Located in Portsmouth, NH, NEREN was established in December 1994 as Granite State Information Network (GSIN). As of January 1995, the original Shareholder Boards of the new regionalized multiple listing service were Greater Claremont Board, Sunapee Region Board, NH CIBOR, Windsor County Board (VT), Greater Nashua Board, Greater Manchester Board, Greater Salem Area Board, North County Board, Strafford County Board, Lakes Region Board, Contoocook Board, Hanover-Lebanon Board, Rockingham Board (which dissolved in December 1995), Seacoast Board, Monadnock Board, Concord Board, and White Mountain Board.

In 1994, Quest Technologies provided Real Estate Management Information System (REMIS) software to GSIN. As of November 1995, non-Realtors were permitted to join GSIN based on the advice of NAR. In March 1996, the company's name was changed to Northern New England Real Estate Network (NNEREN). Throughout the summer and fall of 1996, the following Vermont Shareholder Boards were added: Central Vermont Board, VT CIBOR, Southwest Vermont Board, and Orleans County Board. In November, NNEREN contracted with Supra to provide lockbox services to membership.

In January 1997 NNEREN executed its first software conversion from REMIS to Ambiance, another platform provided by Quest Technologies. In March, Rental listings were permitted to be included and in April it was decided that all pictures must be retained for two years. In January, the Greater Salem Area Board became the Granite State South Board, and in July the Greater Manchester and Greater Nashua Boards combined to form the Greater Manchester Nashua Board.

In early 1998, listing reciprocity began with the Vermont Real Estate Information Network (VREIN) for \$25.00 per listing for entry into the NNEREN database. Efforts were also underway in researching other MLS software providers. In 1999, Listing Office and Agent Attribution were added to the public displays.

NEREN moved to Concord, NH in 2000 and the first Employee Handbook was formulated. Also in 2000, the MLS public website launched, www.neren.com. In 2006, NNEREN completed its second software conversion from Ambiance to InnoVia, provided by CoreLogic. In 2008, two new management positions were added to manage Operations and Marketing & Communications. In 2010 the EO position was upgraded to CEO.

NEREN purchased VREIN on May 24, 2010 bringing eight additional Shareholder Boards, including Addison County Board, Crown Point Board, Franklin County Board, Lamoille Area Board, Northwestern Vermont Board, Rutland County Board, South Central Board, and Southern Vermont Board. This merger marked NNEREN as the first true and complete multi-state MLS in the United States.

In May 2010, Franklin County Board merged into Northwestern Board. In 2015, Central Vermont Board, Northeast Kingdom Vermont Board, and Rutland County Board merged to form the Green Mountain Board. VT CIBOR dissolved in January 2016 and reformed as Vermont Commercial Division of Vermont REALTORS® thus ending its time as a Shareholder of NEREN.

With the growing trend of mergers and consolidations, the 'Northern' portion of the name was dropped toward the end of 2015 resulting in a new name of New England Real Estate Network (NEREN). In mid-2016, NEREN completed its third software conversion to Paragon, a system provided by Black Knight Financial Services.

In June of 2017, NEREN expanded its shareholder territory into Massachusetts with the addition of the Northeast Association of Realtors joining NEREN.

As of 2017, NEREN has thirteen full-time employees and provides MLS services in New Hampshire, Vermont, Maine and Massachusetts, with plans to soon allow listings to be entered in Rhode Island, Connecticut and New York. Our mission statement reads: To provide Participants access to tools and services that create an environment for the sharing of standardized information required to facilitate the real estate transaction. With that in mind, NEREN continues to add and update tools and features that further benefit its members and their businesses.