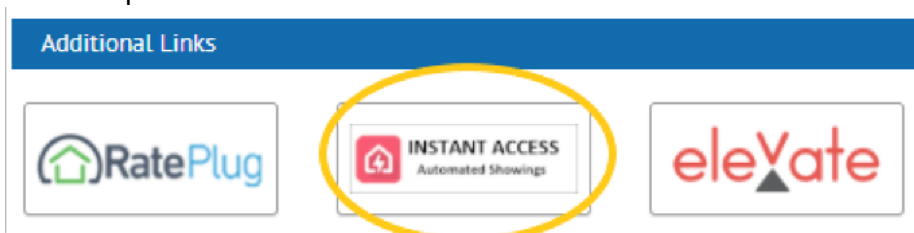


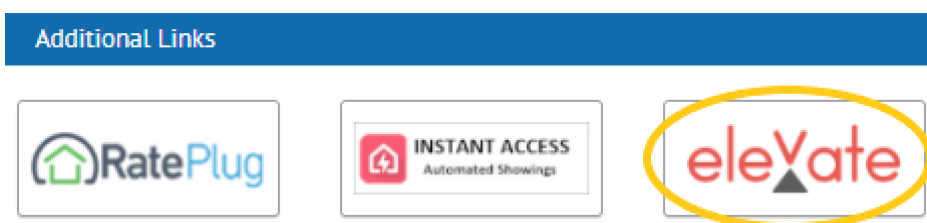
## NEREN BOD Meeting Talking Points

July 14, 2021

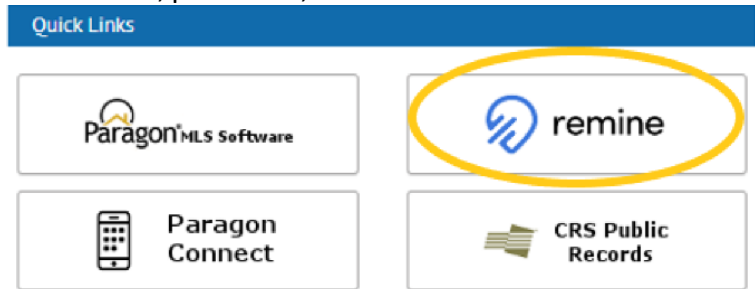
- The Board was advised that the NEREN subscriber count continues to climb and is now at 11,122 subscribers. When also counting admin users, the total user count is now 12,239 for the first time in NEREN history. Thanks in part to this increase in membership, along with some successful negotiations on reducing contract costs, the Board voted to reduce the fourth quarter fees by providing one month of MLS service free to members.
- The Board is considering the overall branding of NEREN as recent discussions with three local Realtor associations in upstate New York has sparked the idea of broadening the appeal of NEREN beyond the New England States. Historically, our company has demonstrated the flexibility to rebrand whenever doing such was advantageous for growth. The expansion in Vermont was helped by rebranding from the Granite State Information Services (GSIN) to the Northern New England Real Estate Network (NNEREN). Recently, expansion in Massachusetts was helped by dropping “Northern” from the name and simplifying to NEREN. The Board is aware of the national trend of major MLSs rebranding so that they will not be tied to geographic areas, making growth and expansion easier for them. This also sends a signal to members and employees that the company has a forward-looking mindset and is evolving with the times. An early leading name in consideration is PrimeMLS. Discussions will be ongoing.
- The Board adopted a change in policy that will allow listing agents to make a selection in the Co-List Agent and Alternate Contact fields outside of the listing firm for all listing agreement types. Prior to this change the policy was that selection choices in those fields were limited to within the listing firm.
- The Board voted to adopt the new Federal holiday, Juneteenth, as a recognized NEREN holiday.
- The Board gave its approval for NEREN staff to assist IA9 (Domii) in a national marketing effort. As members will by now be aware, Domii Instant Access is a recently added showing service that has been integrated within Paragon. There are free basic services available for use by NEREN members. Advanced abilities are also available for agents who wish to purchase upgrades, all of which include a free trial period. Members can click on the icon within the NEREN Dashboard for more information.



- The Board was informed of the successful kick-off of webinars in support of a new NEREN offering from a company called Elevate. Their products include IDX websites, digital marketing through social media, customer relations management software and more. Go to [tryelevate.com](https://tryelevate.com) or click on the icon within the NEREN member dashboard.



- The Board will extend the CRS public records integration within Paragon for an additional year, while simultaneously working with Paragon to determine the feasibility to replace the CRS public records service with similar services provided by Remine. As a reminder, in late 2019 the Board chose to establish Remine as NEREN's optional user interface for conducting searches. Use of this product is both optional and free to members. It has a long list of exciting features and members are encouraged to try Remine, which can be easily accessed on the NEREN member dashboard. Remine combines public records and MLS data into a single platform with robust and cutting-edge search and filtering ability. It's intuitive, predictive, and fast. Members can link to more information through the NEREN dashboard.



- The Board is monitoring the ongoing matters pertaining to the Justice Department's withdrawing from a proposed settlement with the National Association of Realtors. The proposed settlement would have required NAR to:
  - Repeal any rule, and to require its member boards and multiple listing services to repeal any rule, that "prohibits, discourages, or recommends against an MLS or MLS Participant publishing or displaying to consumers any MLS database field specifying compensation offered to other MLS Participants."
  - Adopt a rule that requires all MLS participants, including subscribers, to provide to client's information about the amount of compensation offered to other MLS participants.
  - Repeal any rule and require all member boards and MLSs to repeal any rule, that permits all MLSs and MLS participants, including buyer brokers, to represent that their services are free or available at no cost to their clients. NAR must also prohibit all MLSs and MLS participants from representing that their services are free or available at no cost to their clients.
  - Adopt a rule that prohibits MLS participants from filtering or restricting MLS listings that are searchable by or displayed to consumers based on the level of compensation offered to the buyer broker or the name of the brokerage or agent and repeal any rule that permits or enables such filtering.
  - Adopt a rule that requires all member boards and MLSs to allow any licensed real estate agent or agent of a broker, to access, with seller approval, the lockboxes of those properties listed on an MLS.