

REAL ESTATE TRENDS IN INDIANA

STUDY SHEET

Summary

In this section, we explored some market and industry trends, as well as strategies for staying safe and secure online, in the office, and when working with clients. We also explored current advocacy issues for the National Association of REALTORS® and its state affiliates.

Top Takeaways

- Market trends to keep an eye on include property features and home sizes, homebuyer demographics, seller characteristics, and government and economic influences.
- Most real estate professionals use online tools in a variety of ways, so it's essential to understand inherent risks and take steps to mitigate them.
- Real estate licensees need to know and practice personal safety tactics.
- NAR advocates for maintaining property tax deductions, mortgage interest deductions, 1031 exchanges, and Freddie Mac and Fannie Mae until viable replacements exist.
- An appeals court decision identified sexual orientation as an indirect protection of the Civil Rights Act. The case addressed employment discrimination but may mean that fair housing protections could be interpreted similarly.

Take a look back at your notes for these items:

- Housing, buyer, and seller trends
- Potential threats and risks when working with computer systems and online tools, such as the MLS and social networking sites
- Strategies for staying secure when working online
- Risks to personal safety that real estate professionals face and how to stay safe