

In the Know....

September 26, 2016

*"The more things you do, the more you can do."
—Lucille Ball*

MARK YOUR CALENDARS

Sept 28 – Oct. 4 – Board office closed for vacation.

Oct. 10 & 11 – Board office closed for vacation.

Oct. 13 – Board of Directors, 9 AM

Oct. 20 – Lunch & Learn, 11 AM – 1 PM. Dave Abbott, Noble Co. Commissioner, on assessments: the process, how values are determined, problems with, local examples, appeals process, how do we make it better. Sponsored by Ann Marie Alligood, HSA Home Warranty

Nov. 6 – Daylights Savings Time ends

Nov. 4-7 – National REALTOR® convention, Orlando, FL

Nov. 10 – Board of Directors, 9 AM

Nov. 17 – Inaugural, time and place to be determined.

Nov. 24 & 25 – Thanksgiving Holiday. Board office closed.

Dec. 31 – Deadline for Code of Ethics completion.



2016

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at Northeastern IN Association of Realtors!!**

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Affiliate Spotlight of the Week



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MEMBER NEWS

Welcome to new member **Al Castelan** with Coldwell Banker Roth Wehrly Graber!

There are open seats for both the NEIAOR Board of Directors and also the MLS Board. If you are interested in running for a position as an officer of the Board or for a Director's seat, please contact the Board office immediately.

Reminder: our website is www.neindianarealtors.com. You can register for upcoming events (Lunch & Learns, Paragon training, etc) on our website. Confirmations will be emailed to you from WordPress. Lots of other information on the site as well!

PARAGON reminder: Before entering a new listing, it is always recommended to check the address to verify the same property is not still under contract with another Agent.

*RPR integration is now available in Paragon.

* Client Connect 2 (CC2) will be available Oct. 3. Take a guided tour of all the great features:

<http://paragonconnect.paragonrels.com/client-connect-2-coming-soon-training-webinar>

**Wednesday, September 28, 2016
(12:00AM-6:00AM Central)**

BK MLS will be performing system-wide downtime maintenance from **12:00AM Central to 6:00AM Central on the morning of Wednesday, September 28, 2016**. The system will be unavailable during this time frame. **Please note this downtime includes Paragon, Mobile, PXL, reInsight Products, and BKFS Hosted LAMPS Products.**



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Local Market Update for August 2016

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



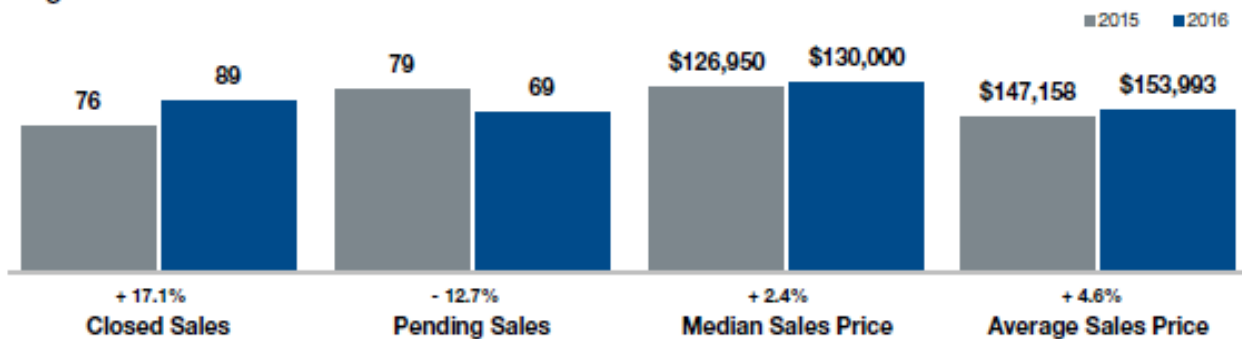
Northeastern Indiana Association of REALTORS®

This report includes DeKalb, LaGrange, Noble and Steuben counties.

Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	103	100	- 2.9%	799	748	- 6.4%
Closed Sales	76	89	+ 17.1%	486	514	+ 5.8%
Median Sales Price	\$126,950	\$130,000	+ 2.4%	\$116,250	\$120,000	+ 3.2%
Percent of Original List Price Received*	97.4%	96.6%	- 0.8%	96.2%	95.9%	- 0.3%
Months Supply of Inventory	8.8	7.6	- 13.6%	--	--	--
Inventory of Homes for Sale	540	481	- 10.9%	--	--	--

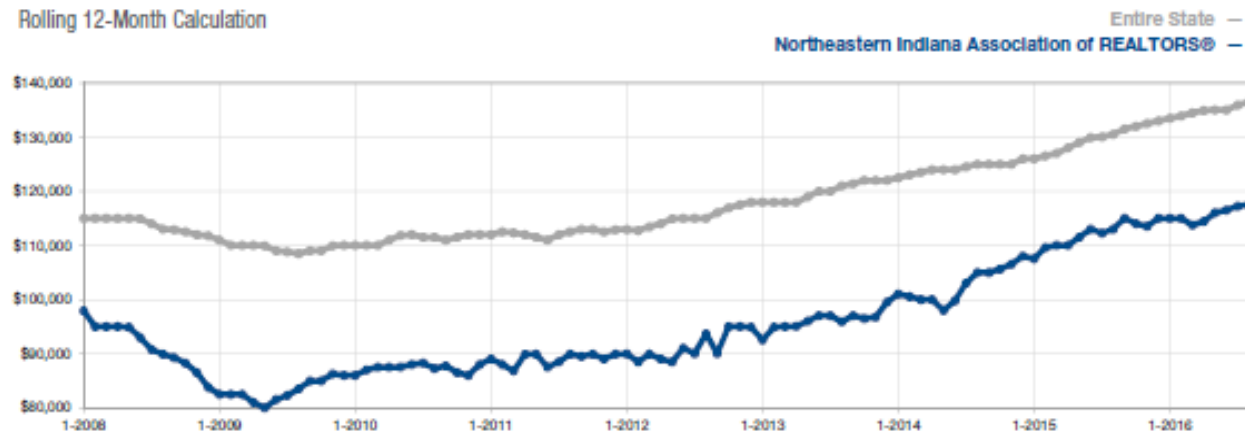
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.