

In the Know....

October 25, 2021

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2021 EXECUTIVE BOARD OF DIRECTORS

Dani Rittermeyer, President

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Mike Patka, Past-President

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Mark Hansbarger, Incoming President

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Dawn Miller, Secretary/Treasurer

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260-367-1778



Board of Directors

Trent Curtis

Kay Kunce

Mark Pontecorvo

Erica Amans

Keith Forbes

Patty Seutter

Amy Demske

Jennifer Streich

*For Association or MLS comments, concerns,
or complaints, please contact one of your BOD
members. They will be happy to assist you.*

2021 MLS BOARD OF DIRECTORS

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2021

**MLS Board of
Directors**

Becky Maldeney

Mark Hansbarger

Trent Curtis

Shala Cook-Hoover

Mike Patka

Patty Seutter

QUOTE OF THE WEEK:

"A successful man is one who can lay a firm foundation with the bricks others have thrown at him."

- David Brinkley

MARK YOUR CALENDARS

November 4 – MLS BOD & BOD meeting – 9:00 a.m. Board Office

Sunday November 7 – Daylight savings time ends.

November 10-14 – NAR Conference and Expo. San Diego

November 18 – Inaugural & Affiliate Recognition Luncheon
Where: Glendarin Hills Golf Club Angola
When: 11:00 a.m.-1:00 p.m.
RSVP to niaor1@mchsi.com or 260-347-1593
More information to come

November 24,25,26 – Thanksgiving holiday. Board Office Closed.

December 3 – Deadline for annual dues payment.

ATTENTION BROKER/OWNERS:

PLEASE TAKE A FEW MINUTES TO COMPLETE AND EMAIL YOUR IRMLS RECERTIFICATION PARTICIPATION AGREEMENT TO THE BOARD AT NIAOR1@MCHSI.COM. THIS MUST BE COMPLETED TO UPDATE THE IRMLS WITH YOUR CHOICE OF COPYRIGHT PROTECTION. PLEASE COMPLETE ASAP TO INSURE YOUR COPYRIGHT PROTECTION!



MEMBER NEWS:

New NEIAOR Member Benefit!

Agent Open House page.

To advertise your open house please submit:

Agent name

Firm name

Property address

Date and time of open house

Advertisement must be submitted Tuesday before the newsletter run date that the open house will appear in. The open house will run for 1 week only. We will also post to NEIAOR Facebook page.

.....

Annual Billing was sent to your emails on Friday 10/22. Due date is December 3.



Jeremy High

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at Northeastern IN
Association
of REALTORS®!!



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*****The results are in!*****

Here are your NEIAOR leaders for 2022.

President- Mark Hansbarger

President Elect – Dawn Miller

Secretary/Treasurer – Patty Seutter

Immediate past President – Dani Rittermeyer

Returning to the Board:

Trent Curtis

Kay Kunce

Mark Pontecorvo

Keith Forbes

Jennifer Streich

New to Board:

Joe Sells



Returning to the MLS Board:

Mark Hansbarger

Becky Maldeney

Trent Curtis

Dani Rittermeyer

Shala Cook-Hoover

Patty Seutter

New to the MLS Board:

Jennifer Streich

Vinnie Crump

**ASSURANCE
TITLE
COMPANY**



100 Growth Parkway, Suite D, Angola

Donate blood at RE/MAX's Blood Drive on Wednesday, October 27th, 12-6. Save 3 lives per person! There will be food and goodie bags available. Appointments preferred and taken first call, 260-316-9940, but walking ins welcome. There will only have 2 buses this year, so there's limited space, but still open spaces! Call or text today!

Visit their Facebook event page for more info

[Visit Facebook Page](#)



Housing Providers: Rental Assistance Could Be Yours to Help Keep Tenants in Homes

The Indiana Housing & Community Development Authority invite REALTORS® to a special presentation on the **Indiana Emergency Rental Assistance program**. Recent changes to the program allow property owners to start the application on their tenant's behalf and see a dashboard where they can view their tenant's application status in real time. The program can provide up to 15 months (up from 12) in assistance to help cover past due and ongoing monthly rent and utility payments (used to be only past due utility payments) for qualifying Indiana renters. **Mark your calendar for Monday, Oct. 25 at 2:00 p.m. ET/1:00 p.m. CT and plan to spend 30-60 minutes online with IHEDA.** Advance registration required; register below to receive the Microsoft Teams link.

[Register Now](#)

Special Note: Individuals living in Hamilton, Lake, Marion, and St. Joseph Counties, as well as in the City of Fort Wayne, are not eligible for the IERA program. Individuals living in these areas must apply for rental assistance locally. [Get more information here.](#)



Congress Needs to Focus on Affordable Housing

Did you know that the average American household can't afford to own a home today?

The reason: our country is experiencing a massive housing shortage of nearly **6 million units**. This gap also impacts rental markets across the country. We need Congress to address this problem now.

The Biden Administration has a plan to help build as many as 100,000 new homes over the next three years.

This is a good start, but this effort alone simply doesn't come close to addressing the need for more housing.

At the same time, the Administration is now supporting tax law changes before Congress that will limit private-sector investment in real estate construction - development projects that could help put a dent in our country's housing shortage and even create good-paying jobs for American families.

Tax changes currently being considered by Congress will affect the housing market and our economy.

READ MORE

Local Market Update for September 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



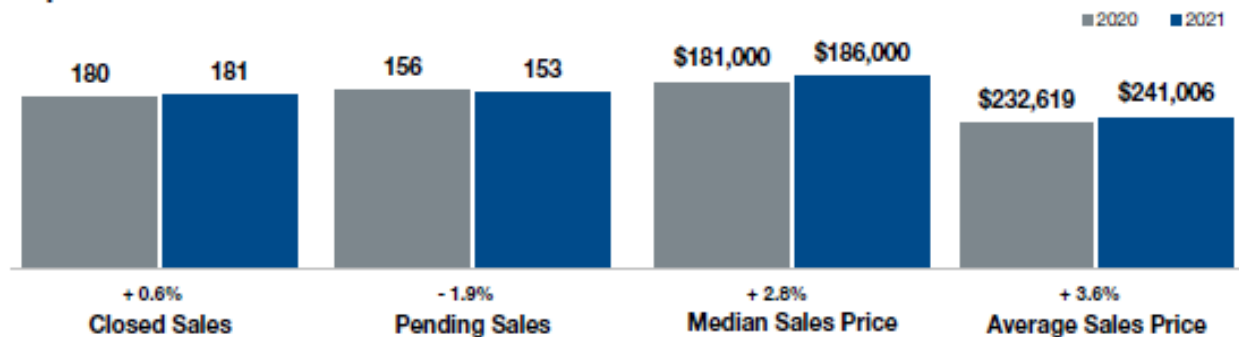
Northeastern Indiana Association of REALTORS®

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

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	198	188	- 5.1%	1,470	1,489	+ 1.3%
Closed Sales	180	181	+ 0.6%	1,314	1,230	- 6.4%
Median Sales Price	\$181,000	\$186,000	+ 2.8%	\$159,900	\$179,950	+ 12.5%
Percent of Original List Price Received*	98.4%	99.6%	+ 1.2%	97.1%	99.3%	+ 2.3%
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--
Inventory of Homes for Sale	251	230	- 8.4%	--	--	--

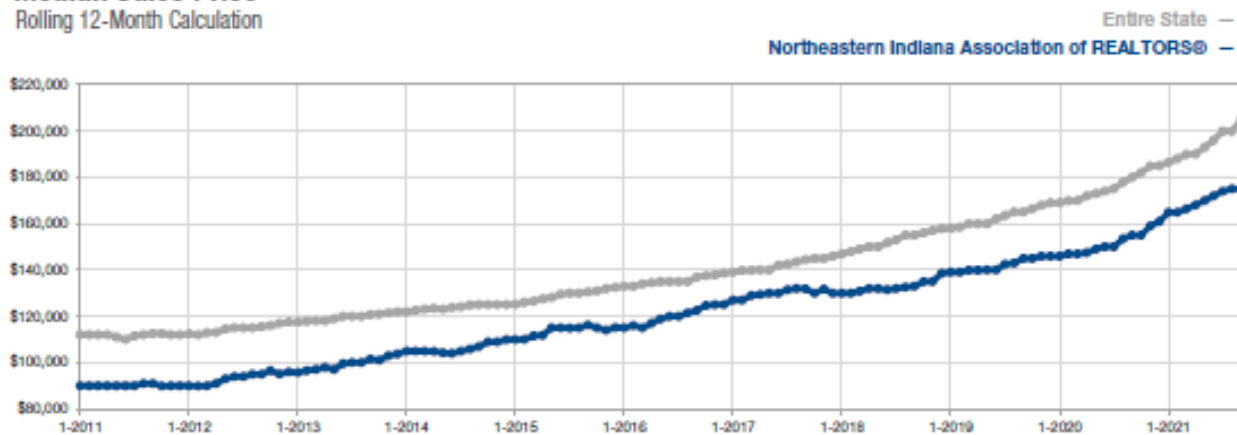
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

September



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.



CODE OF ETHICS INFORMATION

THE CLOCK IS TICKING!

As a reminder, the current Code of Ethics (COE) cycle that began January 1, 2019, ends December 31, 2021. Here is a list of approved courses RECP has offered and meet the COE curriculum requirements:

- a. 2021 Role of the Grievance Committee & Citation Panels
- b. 2021 Professional Standards Hearing Panel Training
- c. 2020 Professional Standards Education Seminar
- d. 2019 Professional Standards Workshop
- e. Benefits of Dispute Resolution
- f. Cracking the Code
- g. Where Fair Housing Meets the Code of Ethics
- h. Not Just Another Code of Ethics

Free Member Benefit: You can still take the COE online class thru NAR and IAR.

Upcoming classes still available at Upstar:

COE at UPSTAR:

November 16th 1:00-4:00 – Online only

30-Hour Post:

October 28

8:00-5:00 except on last day from 8:00-3:00 – Online only



The following list of words used in listingdiv were taken from the NAR.REALTOR site.

LISTINGDIV FAIR HOUSING WORD LIST

Able Bodied	Impaired
Adult	Independent Living
Adult Living	Indian
African	Integrated
Aids	Jew
Alcoholics	Jewish
Asian	Jews
Bachelor	Latino
Blacks	Lesbians
Board Approval	Married
Catholic	Membership
Caucasian	Mentally Handicapped
Chicano	Mexican-American
Children	Mormon
Chinese	Mosque
Christian	Nationality
Christians	Newlyweds
Church	Older Person
Crippled	Physically Fit
Deaf	Racial
Drinkers	Religion
Employed	Religious
Empty Nesters	Singles
Ethnic	Spanish
Exclusive Neighborhood	Synagogue
Felons	Temple
Gays	Unemployed
Handicapped	White Only
Healthy	
Heterosexuals	

