

In the Know....

April 5, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2022 EXECUTIVE BOARD OF DIRECTORS

Mark Hansbarger, President
mark@hansbarger.com
260-316-3192
Dani Rittermeyer, Immediate Past-President
dani@alwaysre.com
260-499-1334
Dawn Miller, Incoming President
4dawnmiller@gmail.com
260-367-1778
Patty Seutter, Secretary/Treasurer
pattys@c21bradley.com
260-302-1899



Board of Directors

Trent Curtis
Kay Kunce
Keith Forbes
Jennifer Streich
Joe Sells
Matt Stezowski

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

2022 MLS BOARD OF DIRECTORS

Dani Rittermeyer-President dani@alwaysre.com 260-499-1334	Patty Seutter pattys@c21bradley.com 260-302-1899
Trent Curtis -Vice President trent@trentcurtis.com 260-350-4477	Jennifer Streich jstreich@hoslerrealty.com 260-302-5200
Shala Cook-Hoover-Secretary shalacook@hotmail.com 260-463-1111	Vinnie Crump vincecrump1@gmail.com 260-318-4990
Becky Maldeney beckymaldeney@gmail.com 260-570-5894	Michele Guin micguin@aol.com 260-579-7316
Mark Hansbarger mark@hansbarger.com 260-316-3192	

2022

**MLS Board of
Directors**

Becky Maldeney
Mark Hansbarger
Trent Curtis
Shala Cook-Hoover
Patty Seutter
Dani Rittermeyer
Jennifer Streich
Vinnie Crump
Michele Guin

QUOTE OF THE WEEK:

It wasn't nails that held him to the cross but
his love for you and me.

-Anonymous

MARK YOUR CALENDARS

Month of April – Fair Housing Month.

April 12 & 13 – C/E Class – in person at NEIAOR Board Office. See flyer on page 7.

April 14 – COMBINED BOD Meeting & MLS BOD Meeting 9:00 a.m. Board Office.

April 15 – Good Friday – Board Office Closed.

April 17 – Happy Easter!

April 18 – State and Federal Tax deadline.

April 19 – New Member Orientation at Upstar.

April 21 – RPAC Auction 11:00 – 1:00 at The Moxie (formerly the Woods Too). See flyer on page 4.



MEMBER NEWS:

C/E Classes:

IN PERSON CLASSES NOW AVAILABLE AT THE BOARD OFFICE!

See flyers on pages 7 & 8 for more details!

Thank you for registering to attend the April in person class!

In person learning is a great benefit for our Association!

You are so awesome! We have 24 members registered! Our goal is 25. Keep registering!

Please call Upstar at 260-426-4700 and sign up today!

Let's get together again!

ΛΛ

RPAC Moment:

We are now accepting donations for the 2022 RPAC Auction. Please drop donations off at the Board Office or to any RPAC Committee Member. See the flyers on page 4, 5 and 6 for more details!

[illegible]

NEIAOR Life Members Benefit Info:

Realtor Members of NEIAOR who have reached the age of 65 and who have been active in NEIAOR for 25 years or more and who have proof of 10 years of service with the association, may be reclassified to Life Membership. Life members will not be required to pay local association dues but will still be required to pay National and State Association dues. If you qualify for the Life Membership, please contact the board office.





Jeremy High

NMLS 582234


Mortgage Consultant | NMLS SR00627

- 📞 260.999.7619
- 🏠 260.240.4797
- ✉️ jhigh@bawfg.com
- 🌐 www.bawfg.com/jhigh



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Eric Smothermon
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esmothermon@trfcu.org
NMLS# 586065

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 **NCUA** NMLS# 556303

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at
Northeastern IN Association
of REALTOR**



Steve Hostetter
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265 Duessenberg Dr; Auburn, IN 46706
 10514 Coldwater Rd, Fort Wayne, IN 46845
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Visit our website at:

www.neindianarealtors.com

Northeastern Indiana Association of REALTORS®

RPAC Fundraiser & Auction



2022

**Thursday
April 21**

11 AM — 1 PM

The Moxie

Formerly The Woods Too

6500 S 1170 E
HUDSON, IN

RSVP

by April 15

(260) 347-1593 or
niaor1@mchsi.com



WHY RPAC

RPAC helps us protect our industry. The RPAC objective is to ensure that the individuals who pass the laws, that affect our livelihood, believe in private property rights and the free enterprise system. RPAC is the third largest political advocacy group in the United States.

LUNCH PROVIDED BY THE EVENT PARTNERS



Farmers State Bank



TWO AWESOME DOOR PRIZES

RPAC FUNDRAISER AND AUCTION EVENT HAPPENINGS

We are taking donations and planning the event for April 21! Please be thinking about what you and/or your office would like to contribute for the silent and live auctions this year.

Auction items can be dropped off at the Board office or contact an RPAC committee member and they will be glad to pick them up!



Committee Member Contacts:

Dawn Miller: 260-367-1778

Cyndi Andrew: 260-466-5757

Kelly Grimes: 260-318-1770

Shala Cook-Hoover: 260-463-1111

Dani Rittermeyer: 260-499-1334

Kay Kunce: 260-316-1422

Keith Forbes: 260-318-2788

Patty Seutter: 260-302-1899

The Board Office: 260-347-1593

This is FUN! Get together with friends and family for a day of outdoor yard games! Add outdoor Jenga to your game collection!



RPAC NEWS

Everyone will have a contribution card like the one shown below when they take their seat at the RPAC Auction. It is very important that the card be filled out **BEFORE** you check out for the day. **PLEASE** take a moment when you first sit down to complete the information. The RPAC committee thanks you for your help in making the event run as smoothly as possible!

REALTORS® POLITICAL ACTION COMMITTEE CONTRIBUTION CARD
Yes, I want to support the real estate industry by contributing to RPAC

Name: _____ NRDS#: _____
Address: _____ City: _____ State: _____ Zip: _____
Firm: _____ Local Board: _____

I am a: ☐ Member ☐ Association Staff ☐ Affiliate


Form of Contribution
Total Amount: \$ _____
☐ Cash ☐ Personal Check # _____
☐ Corporate* Check # _____
Please make checks payable to:
REALTORS® Political Action Committee (RPAC)

☐ Credit Card**: ☐ MasterCard ☐ VISA ☐ Discover (Check One)
Card Number: _____ Exp. Date: _____
Billing Zip: _____ Signature: _____

Contribution Goal for Fundraising Year
☐ 99 Club \$99+ ☐ Sterling "R" \$1,000+
☐ Hoosier Club \$250+ ☐ Crystal "R" \$2,500+
☐ REALTOR® 500 \$500+ ☐ Golden "R" \$5,000+
Other (Please specify) \$ _____

*Note: Cannot be used for Federal Candidates and subject to the limitations of I.C. 3-9-2-4
**Credit Card contributions must be personal cards and are subject to the requirements of law applicable to RPAC. Amount charged on credit card will be amount indicated below.

Contributions to RPAC are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. Your contribution is split between National RPAC and IAR in Indiana. Contact IAR for information about the percentages of your contribution provided to National RPAC and Indiana RPAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116. Indiana RPAC also accepts corporate contributions, of which a percentage determined by IAR may be eligible for and provided to NAR's Political Advocacy Fund.


REALTORS® Political Action Committee
Your Best Investment In Real Estate



NEIAOR members that still need your 2022 C/E requirement. Give in-person learning a try!

In-person learning is a great benefit for our Association!
If you have never taken an in-person class, now is the perfect time! It is an awesome experience you will want to continue for years to come!

NEIAOR members you are awesome! We are excited to have 24 members registered and counting! Please contact Upstar at 260-426-4700. Thank you for keeping in person classes an option for our members!

NEIAOR 12HR CE **BROKERS & MANAGING BROKERS**

REGISTRATION FORM

12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.

Tuesday, April 12, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ **How NOT to Get Sued (4CE) 8 AM—12 PM**
(Instructors: Joe Mishak & Renee Cox)
- ☐ **Safeguarding You and Your Real Estate Transactions (2CE) 1—3 PM**
(Instructor: Margaret Sklenar)
- ☐ **Understanding Real Estate and Mortgage Fraud (2CE) 3—5 PM**
(Instructor: Margaret Sklenar)

Wednesday, April 13, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ ****Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM—12 PM**
*(Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.*

CLASS FEES:

Our Best Deal!
\$75 package

for Northeast REALTOR® Members!

- **Hourly Class Rate:**
 - **Northeast Members:** \$10 per hour
 - **REALTORS® from other associations:** \$15 per hour
 - **All other non-member licensees:** \$20 per hour
- **Package Rate (Includes all 12 hours)**
 - **REALTORS® from other associations:** \$135
 - **All other non-member licensees:** \$190

Call Ashley Lanning at UPSTAR, (260) 426-4700, for questions regarding continuing education. All classes are held at the Upstate Alliance of REALTORS® (UPSTAR) office or at a specified offsite location. Pre-registration is encouraged for all continuing education programs shown above. You may register with UPSTAR via phone, or submit this form via email, fax, mail or in-person. Checks, cash, or credit cards (Visa & MasterCard) are accepted. Limited seating is available for walk-ins—taken on a first come, first served basis. **CANCELLATION POLICY:** You must cancel in writing 24 hours in advance to receive a refund.

REGISTRATION AND PAYMENT *No reservations will be taken without payment.*

REGISTER BY PHONE: Call the UPSTAR office at (260) 426-4700 (MasterCard or Visa Only)

REGISTER VIA THIS FORM: ☐ VISA ☐ MASTERCARD ☐ CHECK ENCLOSED (Make check payable to UPSTAR)

Submit form via: **MAIL:** 3403 E. Dupont Rd, Fort Wayne, IN 46825 **FAX:** (260) 422-9966 or **EMAIL:** Ashley@UpstarIndiana.com

Name (Please print): _____
NRDS#: _____ License#: _____
Phone: _____ Email: _____
Company Name: _____
Company Address: _____
Total Payment: \$ _____ Check No. (if paying by check) _____

CREDIT CARD INFORMATION

Name on Card: _____ Acct#: _____
Exp: _____ Billing Zip Code: _____ Signature: _____

NEIAOR 12HR CE BROKERS & MANAGING BROKERS

REGISTRATION FORM

12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.

Tuesday, June 7, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ How NOT to Get Sued (4CE) 8 AM—12 PM
(Instructors: Joe Mishak & Renee Cox)
- ☐ Safeguarding You and Your Real Estate Transactions (2CE) 1—3 PM
(Instructor: Margaret Sklenar)
- ☐ Understanding Real Estate and Mortgage Fraud (2CE) 3—5 PM
(Instructor: Margaret Sklenar)

Wednesday, June 8, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ **Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM—12 PM
(Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.

CLASS FEES:

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\$75 package

for Northeast REALTOR® Members!

- Hourly Class Rate:
 - Northeast Members: \$10 per hour
 - REALTORS® from other associations: \$15 per hour
 - All other non-member licensees: \$20 per hour
- Package Rate (Includes all 12 hours)
 - REALTORS® from other associations: \$135
 - All other non-member licensees: \$190

Call Ashley Lanning at UPSTAR, (260) 426-4700, for questions regarding continuing education. All classes are held at the Upstate Alliance of REALTORS® (UPSTAR) office or at a specified offsite location. Pre-registration is encouraged for all continuing education programs shown above. You may register with UPSTAR via phone, or submit this form via email, fax, mail or in-person. Checks, cash, or credit cards (Visa & MasterCard) are accepted. Limited seating is available for walk-ins—taken on a first come, first served basis. **CANCELLATION POLICY:** You must cancel in writing 24 hours in advance to receive a refund.

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Submit form via: **MAIL:** 3403 E. Dupont Rd, Fort Wayne, IN 46825 **FAX:** (260) 422-9966 or **EMAIL:** Ashley@UpstarIndiana.com

Name (Please print): _____

NRDS#: _____ License#: _____

Phone: _____ Email: _____

Company Name: _____

Company Address: _____

Total Payment: \$ _____ Check No. (If paying by check) _____

CREDIT CARD INFORMATION

Name on Card: _____ Acct#: _____

Exp: _____ Billing Zip Code: _____ Signature: _____

Meet the Candidates Event - Wednesday, April 27th - Supply your Questions for the Candidates in Contested Races

Hosted by:



Sponsored by:



MEET THE CANDIDATES

When: Wednesday, April 27, Doors Open at 5:30 pm
Where: Trine University--Fabiani Theatre

Light refreshments will be available



Arm yourself with knowledge before you go to the local and state polls this May. Learn to navigate the maze of issues affecting our community and how each candidate for contested offices proposes to address these issues.

The Angola Area Chamber of Commerce is hosting a Meet the Candidates event for the local elections at Trine University's Fabiani Theatre in the Rick L. and Vicky L. James University Center, with doors opening at 5:30 p.m. on Wednesday, April 27th. Candidates for contested races, will each have an opportunity to address questions in a timed discourse.

In order to provide relevant questions to the Candidates at the event, please take a minute to let us know what questions you would like to ask each one by completing a quick survey using the button below.

After the Question & Answer portion of the evening, from approximately 7:30 pm to

8:00 p.m., attendees can interact with the candidates at the informal meet-and-greet gathering, where refreshments will be served. All filed candidates, regardless of whether or not they are in a contested race, are invited to participate in a meet-and-greet portion of the event.

Please arrive early for the best seating.

Thank you to MSD of Steuben County for sponsoring this event and Trine University for providing the venue!

[Complete Survey](#)

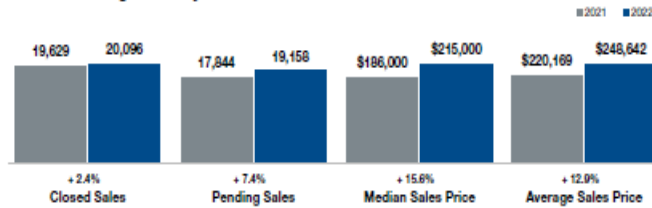


Entire State

Key Metrics	December through February			March through February		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	17,270	18,160	+ 5.2%	101,025	108,702	+ 7.1%
Closed Sales	19,029	20,096	+ 2.4%	90,825	100,064	+ 3.3%
Median Sales Price	\$186,000	\$215,000	+ 15.6%	\$186,000	\$215,000	+ 14.4%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	97.5%	99.4%	+ 1.9%

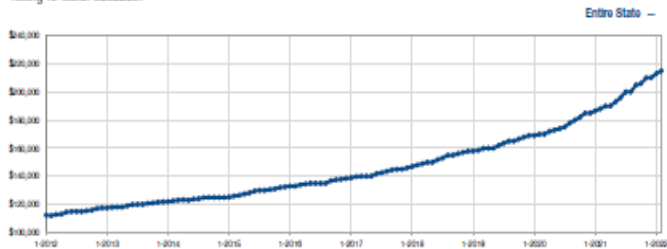
* Does not account for bid price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

December through February



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.

Current as of March 16, 2022. Data obtained from participating Multiple Listing Services (MLSs) and Broker Listing Cooperatives® (BLCs). Report © 2022 ShowingTime.



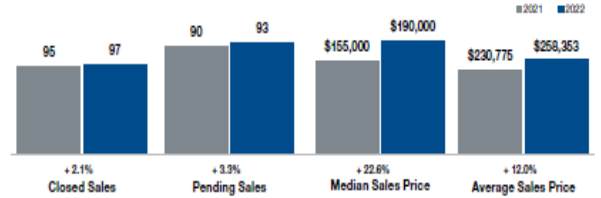
Northeastern Indiana Association of REALTORS®

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

Key Metrics	February			Year to Date		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	85	79	- 7.1%	184	189	+ 2.7%
Closed Sales	95	97	+ 2.1%	180	196	+ 8.9%
Median Sales Price	\$155,000	\$190,000	+ 22.6%	\$154,950	\$183,750	+ 18.0%
Percent of Original List Price Received*	97.3%	97.8%	+ 0.5%	97.2%	97.5%	+ 0.3%
Months Supply of Inventory	0.7	0.7	0.0%	—	—	—
Inventory of Homes for Sale	108	106	- 1.9%	—	—	—

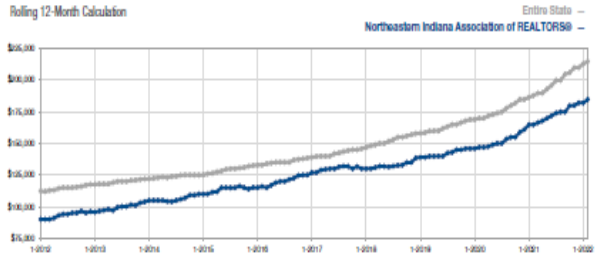
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February



Median Sales Price

Rolling 12-Month Calculation



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APRIL IS
FAIR
HOUSING
MONTH

STOP AND THINK.

**LET'S MAKE
UNFAIR HOUSING
HISTORY.**

Local Market Update for February 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

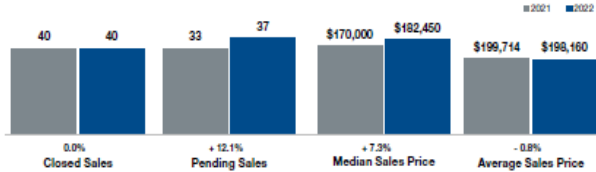


Dekalb County

Key Metrics	February			Year to Date		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	33	29	-12.1%	73	65	-11.0%
Closed Sales	40	40	0.0%	96	89	-7.3%
Median Sales Price	\$170,000	\$182,450	+7.3%	\$170,000	\$182,450	+7.3%
Percent of Original List Price Received*	98.8%	97.9%	-0.9%	98.4%	97.6%	-0.8%
Months Supply of Inventory	0.6	0.4	-33.3%	—	—	—
Inventory of Homes for Sale	31	19	-38.7%	—	—	—

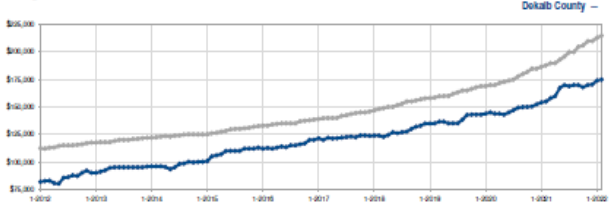
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February



Median Sales Price

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Local Market Update for February 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

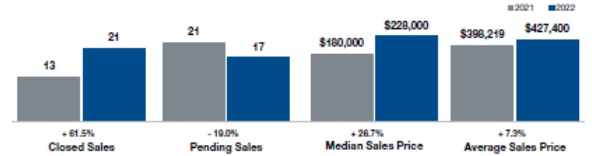


Steuben County

Key Metrics	February			Year to Date		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	20	17	-15.0%	36	43	+19.4%
Closed Sales	13	21	+61.5%	37	42	+13.5%
Median Sales Price	\$180,000	\$228,000	+26.7%	\$209,000	\$185,000	-11.9%
Percent of Original List Price Received*	96.7%	97.9%	+1.2%	95.5%	97.1%	+1.7%
Months Supply of Inventory	0.6	1.1	+83.3%	—	—	—
Inventory of Homes for Sale	25	42	+68.0%	—	—	—

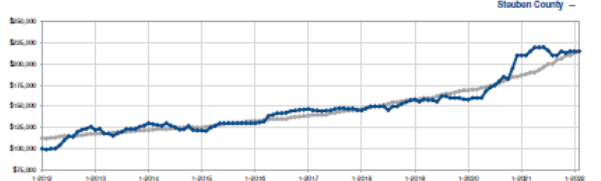
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February



Median Sales Price

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Local Market Update for February 2022

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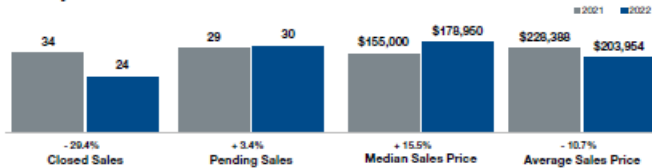


Noble County

Key Metrics	February			Year to Date		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	25	28	+12.0%	53	70	+32.1%
Closed Sales	34	24	-29.4%	62	54	-12.9%
Median Sales Price	\$155,000	\$178,950	+15.5%	\$150,000	\$174,200	+16.1%
Percent of Original List Price Received*	97.9%	98.5%	+0.6%	98.0%	98.3%	+0.3%
Months Supply of Inventory	0.9	0.9	0.0%	—	—	—
Inventory of Homes for Sale	30	38	+26.7%	—	—	—

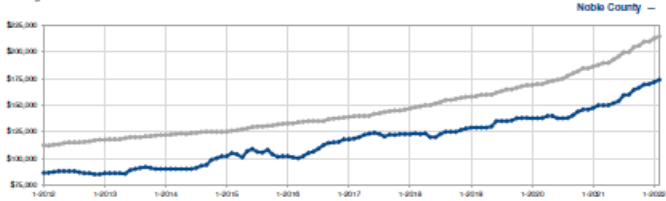
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February



Median Sales Price

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Local Market Update for February 2022

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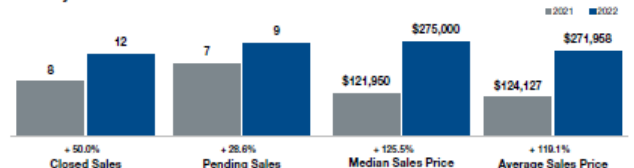


Lagrange County

Key Metrics	February			Year to Date		
	2021	2022	Percent Change	Thru 2-2021	Thru 2-2022	Percent Change
New Listings	7	5	-28.6%	22	11	-50.0%
Closed Sales	8	12	+50.0%	15	20	+33.3%
Median Sales Price	\$121,950	\$275,000	+125.5%	\$114,000	\$250,500	+119.1%
Percent of Original List Price Received*	98.7%	95.7%	-3.0%	92.1%	95.6%	+3.8%
Months Supply of Inventory	1.1	0.5	-54.5%	—	—	—
Inventory of Homes for Sale	16	7	-56.3%	—	—	—

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

February



Median Sales Price

Rolling 12-Month Calculation



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Paragon Training Webinars for April 2022

Paragon Connect Comprehensive (1 Hour)

Monday, April 11th | 1 p.m. CT | [REGISTER >>](#)

Collaboration Center Series (1 Hour Each)

Collaboration Center - Prospect Setup

Wednesday, April 6th | 1 p.m. CT | [REGISTER >>](#)

Collaboration Center - Preference Wizard

Thursday, April 7th | 1 p.m. CT | [REGISTER >>](#)

Paragon Shorts for April 2022

GeoCoding Listings and GeoCode Quality Search

Wednesday, April 13th | 1 p.m. CT | [REGISTER >>](#)

Listings - Adding Features to a Listing

Thursday, April 14th | 1 p.m. CT | [REGISTER >>](#)

Map Search: Paragon, Paragon Connect & Collab Center

Monday, April 25th | 1 p.m. CT | [REGISTER >>](#)

Paragon Home Page - Calendar Widget

Wednesday, April 27th | 1 p.m. CT | [REGISTER >>](#)

Paragon Home Page - Contact Activity Widget

Wednesday, April 27th | 1 p.m. CT | [REGISTER >>](#)

ASSURANCE
TITLE
COMPANY



Registration for the [REALTORS® Legislative Meetings](#) is now open! Event dates are May 1-6, including the REALTORS® Trade Expo which will take place May 3-4.

Attend the REALTORS® Legislative Meetings to get a behind-the-scenes look at today's political environment and get up to speed on NAR's work to improve access to homeownership, protect private property rights, and build strong communities. At this year's meetings, top industry executives, regulatory agency officials, politicians, and political insiders will speak about the issues that matter most to you and your clients.

To register, have your member ID handy, and click on the link below. Registration is free for NAR members, but you must complete the registration process. Be sure to make a hotel choice with your registration. Review safety protocols [here](#).

2022 MEMBER BENEFIT CONTINUING EDUCATION



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HOW-TO: ACCESS YOUR IAR MEMBER BENEFIT CE

[Start at RECP.org](https://www.recp.org)

RECP is IAR's school

1. Enter your username (typically your email address) and password and click "Login."
Please do not create a new account or pay for CE.
2. Once you are logged in, you will be on the "Registrations" page. Look for the 2022 CE package and click "Access Course" to the right side of the listing.
3. Start one of the four 2022 courses!

[Email RECP staff for help logging in](#) or call 1-800-742-4067. *Please do not create a new account or pay for CE.*

2022 CE PACKAGE = 12 TOTAL HOURS

1. **Antitrust: Let's Fix This!** – 3 hours, Broker credit
2. **Forms: What You Should Know** – 4 hours, Broker & Managing Broker credit
3. **H2O Risks, Rights, and Regulations** – 3 hours, Broker credit
4. **Fair Housing: History and Current Events** – 2 hours, Broker credit

You may complete one, two, three or all four of the courses – at any time, in any order. You may stop and restart the courses whenever and as often as you need. Logout to ensure your progress is saved. You will get your certificate of completion immediately so long as you pass the assessment at the end of the course and fully complete the survey that follows. You can also access your certificate(s) of completion any time in your RECP account. [Email RECP staff for help or with questions](#) or call 1-800-742-4067.