

In the Know....

August 23, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

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Dani Rittermeyer, Immediate Past-President

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Dawn Miller, Incoming President

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Patty Seutter, Secretary/Treasurer

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Board of Directors

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Keith Forbes

Jennifer Streich

Joe Sells

Matt Stezowski

Shala Cook-Hoover

Leyth Al-Mohammedawi

*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

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Dominic Jackson

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2022

**MLS Board of
Directors**

Mark Hansbarger

Dani Rittermeyer

Shala Cook-Hoover

Patty Seutter

Jennifer Streich

Vinnie Crump

Michele Guin

Dominic Jackson

QUOTE OF THE WEEK

"Follow your passion, be prepared to work hard and sacrifice, and, above all, don't let anyone limit your dreams."

-Donovan Bailey

MARK YOUR CALENDARS

July 5 – Indiana Realtor Stakeholder registration opens. See registration information on page 5.

August 25 & 26 – Board Office closed. Vacation days.

September 1 – Board Office Closed for AE conference.

September 8 – BOD Meeting 9:00 a.m. at the Board Office.

September 8 – MLS BOD Meeting 10:15 a.m. at the Board Office.

September 15 - Lunch-n-Learn – 11:00-1:00 at the Board Office. See flyer on page 4.

September 19&20 – Board Office Closed. Indiana Realtor Stakeholder Meeting. See details on page 5.

November 9 thru 14 – NAR Realtors Conference & Expo. See details on page 14.

**ASSURANCE
TITLE
COMPANY**

MEMBER NEWS:

Indiana Realtor Stakeholder Meeting Sept. 19&20

Hilton Indianapolis Hotel & Suites. Registration opens July 5th
See details on page 5.

Paragon for New Users

"Paragon for New Users" webinar is back by popular demand!
Wednesday August 31, 1:00 p.m.
Register on the MLS home page!

New CRS Tax Suite

**If you missed any sessions or need a refresher from
the CRS training the recorded links are below:**

CRS Data' Just the Basics – Session #1

<https://vimeo.com/739057209>

CRS Data's Beyond the Basics, Lets Talk about Advances Skills – Session #2

<https://vimeo.com/739078722>

Prospecting- It's Just That Easy with the MLS Tax Suite – Session #3

<https://vimeo.com/738730419>

Creating a CMA's Your Way with the MLS Tax Suite – Session #4

<https://vimeo.com/738786587>

New Webinar Alert!

We have lots of webinars available this month, including a **new** webinar that focuses on the new Paragon Connect ability to add listings. The Paragon Connect Listing Input & Maintenance Webinar will be offered several times during the week of August 29 - September 2nd, 2022.

The dates for this new webinar are available here:

<https://engage.blackknightinc.com/august-2022-webinars>

New Member-

Amy Heavin – Coldwell Banker Angola


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esmothermon@trfcu.org
NMLS# 586065

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Northeastern IN Association
of REALTORS®!!**



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MORTGAGE ORIGINATORS
in America

Paul Lang
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260.905.6689

GET READY FOR.....

REALTOR® SAFETY

JEOPARDY

**NORTHEASTERN
INDIANA
ASSOCIATION OF
REALTORS®**



**THURSDAY SEPTEMBER 15, 2022
11:00 A.M. - 1:00 P.M.**

CONTESTANTS



**MS STACY
"DOES IT ALL WRONG"
RODFAHN**



**MS ANITA
"SAFETY IS MY MIDDLE NAME"
HESS**

YOUR HOST



MARK TREBECK AKA MARK BOCH

LUNCH N' LEARN

**NEIAOR BOARD OFFICE
521 PROFESSIONAL WAY
KENDALLVILLE, IN 46755**

**RSVP: 260-347-1593 OR
NIAOR1@MCSI.COM**

LUNCH PROVIDED BY OUR EVENT SPONSOR



REGISTRATION OPENING JULY 5

INDIANA REALTOR® STAKEHOLDER MEETING

SEPTEMBER 19 & 20

Downtown Indy

Registration is OPEN for the 2022 Indiana REALTOR® Stakeholder Meeting, September 19 - 20:

Don't miss the live return of IAR's annual meeting – [register today](#) for the **2022 Indiana REALTOR® Stakeholder Meeting in Indianapolis, September 19-20.**

All members are welcome to attend IAR's first in-person Stakeholder Meeting since 2019. This event is a can't-miss opportunity for:

- Leaders and aspiring leaders seeking ways to get more involved in their local associations, at the state level and in the community.
- REALTORS® looking to maximize their IAR membership and all the resources and benefits it offers their businesses.
- Any member eager for an in-person agenda filled with market insights, professional development, networking opportunities and more.

If any or all of these describe you, [check out the full schedule](#) and [get registered today](#).

Indiana REALTORS® **STAKEHOLDER MEETING**



September 19 – 20 – Hilton Indianapolis Hotel & Suites, 120 W Market St

Congratulations Jennifer!

I am happy to announce that Jennifer Streich of Hosler Realty has been selected to participate in the 2022-2023 Leadership Academy program! The academy is an excellent experience for our future leaders of the association and Jennifer will shine in this program! If you see Jennifer, be sure to congratulate her!



Jennifer Streich

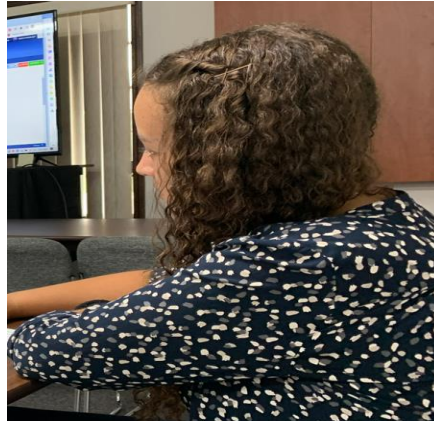
Hosler Realty Inc.
Northeastern Indiana Association of Realtors®

Indiana Realtors® Leadership Academy Class of 2023



INDIANA
ASSOCIATION
OF REALTORS®

Your Board of Directors and MLS Board of Directors hard at work!

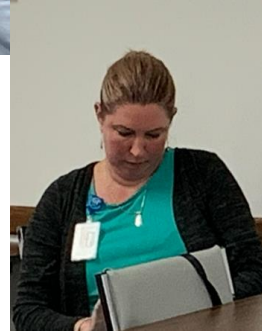


RE/MAX'S 18TH ANNUAL HALLOWEEN BLOOD DRIVE!

October 26th, Appts 12-6, every 15 mins
Call or text, (260)316-9940 for appt.

LOCATED AT 100 GROWTH PARKWAY, ACROSS FROM
GAYS HOPS N SCHNAPPS

BRING YOUR APPETITES AND SAVE LIVES!



August
Lunch-n-Learn

Thanks to our
legislators and
Bailey & Wood



CHECK OUT YOUR **FREE** MEMBER BENEFITS!



This interactive market analytics tool changes the way real estate pros use and share housing information. From area comparisons to customizable variables to trend analysis, you'll love the simplicity of InfoSparks!



Compare

Compare up to four areas by many housing variables and market metrics at once.



Define

Define each variable category for all types, in selectable groups or singularly.



Analyze

Quickly scroll through important market metrics for your defined areas.



Share

Share live charts and snapshots of the market, or download raw data to make your own charts.



INDIANA
ASSOCIATION
OF REALTORS®



**Acknowledgement Of
Presented Offer / Counter Offer**

Donate to win - minimum of \$50 required to enter

Participants can win a custom motorcycle with both the NAR and *Riding with the Brand* campaign themes. Members (anyone with an active REALTORS® M1 number) will have the opportunity to participate in a nationwide sweepstakes for this grand prize. All proceeds raised will funnel directly to the REALTORS® Relief Foundation, which helps U.S. communities rebuild and recover after natural disasters and other destructive events. Go to nar.realtor/riding to enter.

****Winner will be announced during the General Session during NAR NXT on November 16th, 2023.**



Local Market Update for July 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



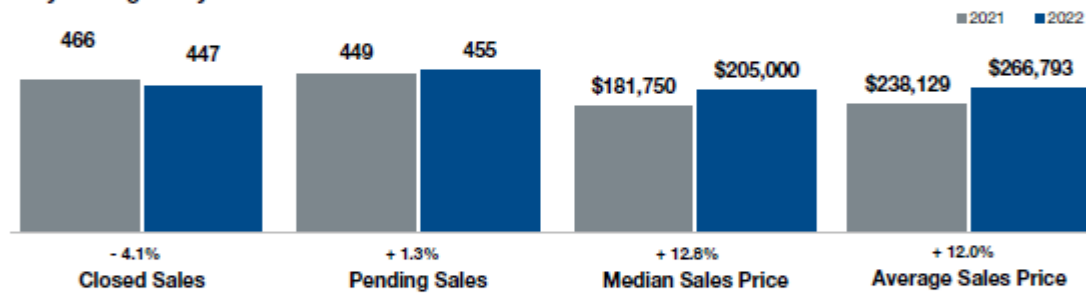
Northeastern Indiana Association of REALTORS®

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

Key Metrics	May through July			August through July		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	572	589	+ 3.0%	1,767	1,870	+ 5.8%
Closed Sales	466	447	- 4.1%	1,668	1,727	+ 3.5%
Median Sales Price	\$181,750	\$205,000	+ 12.8%	\$174,000	\$190,000	+ 9.2%
Percent of Original List Price Received*	99.9%	99.4%	- 0.5%	98.7%	98.7%	0.0%

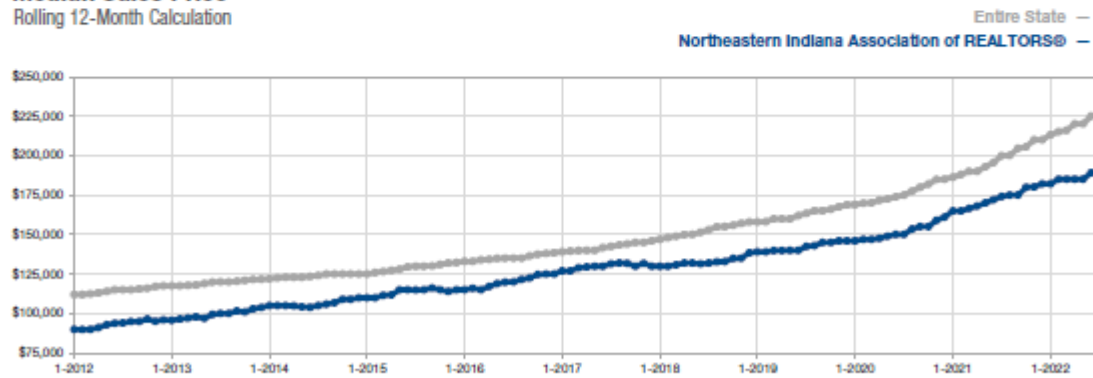
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

May through July



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



Local Market Update for July 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

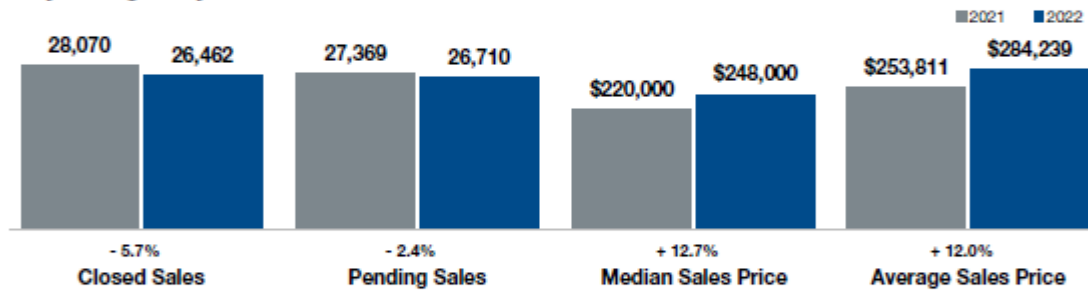


Entire State

Key Metrics	May through July			August through July		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	33,082	33,262	+ 0.5%	106,355	109,477	+ 2.9%
Closed Sales	28,070	26,462	- 5.7%	99,740	97,913	- 1.8%
Median Sales Price	\$220,000	\$248,000	+ 12.7%	\$199,900	\$225,000	+ 12.6%
Percent of Original List Price Received*	100.8%	100.4%	- 0.4%	98.8%	99.5%	+ 0.7%

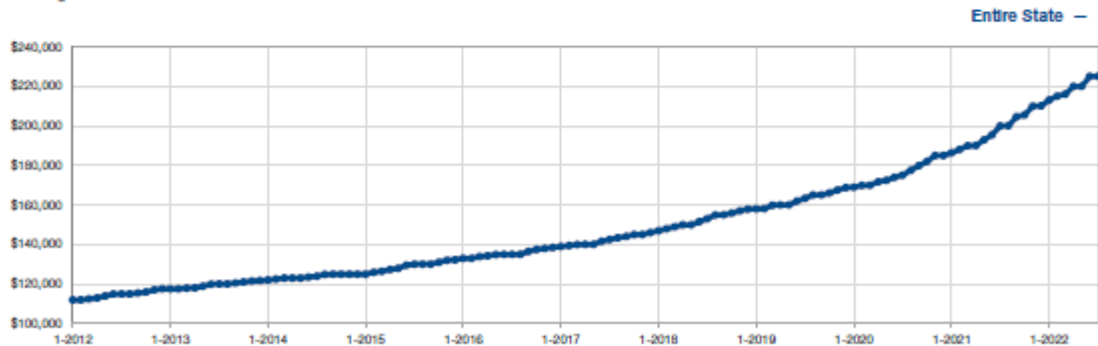
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May through July



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





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At NAR NXT, the innovation is in the experience. You will find fresh, future-focused content, rave-worthy presenters, elevated programming, facilitated networking, exceptional expo, offsite field experiences, and many other features that add value. [View the complete agenda now!](#)