

***In the Know....***

***October 3, 2022***

Northeastern Indiana Association of  
Realtors BOD and MLS BOD Leadership

**2022 EXECUTIVE BOARD OF DIRECTORS**

Mark Hansbarger, President

[mark@hansbarger.com](mailto:mark@hansbarger.com)

260-316-3192

Dani Rittermeyer, Immediate Past-President

[dani@alwaysre.com](mailto:dani@alwaysre.com)

260-499-1334

Dawn Miller, Incoming President

[4dawnmiller@gmail.com](mailto:4dawnmiller@gmail.com)

260-367-1778

Patty Seutter, Secretary/Treasurer

[pattys@c21bradley.com](mailto:pattys@c21bradley.com)

260-302-1899



**Board of Directors**

Kay Kunce

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**

Dani Rittermeyer-President

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260-499-1334

Shala Cook-Hoover-Secretary

[shalacook@hotmail.com](mailto:shalacook@hotmail.com)

260-463-1111

Mark Hansbarger

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Dominic Jackson

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260-446-7650

**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

Success is the sum of small efforts  
repeated day in and day out.

- Robert Collier

### MARK YOUR CALENDARS

**October 5** – Habitat for Humanity volunteer day. 9:00a.m. – 3:00 p.m. See member news for more details!

**October 13** – BOD Meeting 9:00 a.m. at the Board Office.

**October 13** – MLS BOD Meeting 10:15 a.m. at the Board Office.

**October 17** – Election Ballot distributed to your inbox.

**October 17-21** – Cast your vote!

**October 20** – Lunch-n-Learn – 11:00-1:00 at the Board Office. See flyer on page 4.

**November 9 thru 14** – NAR Realtors Conference & Expo. See details on page 10.

**November 17** – Inaugural Recognition Gala at the Woods II. See page 5 for more information and fun!



## MEMBER NEWS:



We have a group of Board Members planning on participating in the October 5th Habitat project.  
Water/Coffee/Breakfast/Lunch provided!

If you are interested in participating, please contact the Board Office for more information at [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593.

### New Members-

Lucas Deck – Hoosierland Realty  
Blake Winfrey – Mike Thomas – LaGrange

### Referral Status:

Paige Becker – Hosler Realty

**See nominating committee reports on pages 6,7&8!**

**Patty Seutter our BOD Secretary/Treasurer is this week's super star on our Facebook page promoting "2023 It's gonna be great!" Check it out!**



We are the **#1** place to **BUILD, BUY, or Remodel.**



**Eric Smothermon**  
260.609.4622  
[esmothermon@trfcu.org](mailto:esmothermon@trfcu.org)  
NMLS# 586065

**3 RIVERS**

NMLA NMLS# 556303

**“Like” us on Facebook at  
Northeastern IN Association  
of REALTORS®!!**



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**Paul Long**  
NMLS# 262707 IN 0470007

**260.905.6689**



Lunch provided by our sponsor:  
Farmers State Bank



**Northeastern  
Indiana  
Association of  
REALTORS®**

# Lunch & Learn

**Your commission is not  
always your money.**

Stephen Pierre II, CPA, CVA, CGMA, with Stephen Pierre & Associates, LLC will be presenting the Lunch & Learn Program on "Your commission is not always your money". He will discuss what can and can't be written off, write-offs that are easily missed, closing gifts vs contributions, and more. Bring any CPA-related questions you may have to the session.

**Thursday, October 20th**

# 2022

**Time: 11 a.m. - 1 p.m.**

**521 Professional Way Kendallville, IN**

**RSVP (260)347-1593 [niaor1@mchsi.com](mailto:niaor1@mchsi.com)**



*2023 is gonna be great!!*

**We are gearing up for elections and having so much fun!!**

**This year the inaugural well be held at the WoodsII on Thursday November 17.**

**Our event sponsors are Lakeland Title and Farmers State Bank.**

**Donations will be collected to help the LaGrange County Clothes & Food Basket.**







## Report of the Nominating Committee: 2023 CANDIDATES Association Board of Directors



**President—Dawn Miller (LaGrange Co.)** - Dawn currently serves on NEIAOR Board of Directors as President Elect. She is a Past Realtor of the Year, currently the Chair the RPAC Committee, Co-Chair the RPAC Trustees Committee, Education / Program Committee and Professional Standards for IAR. Dawn has served as President, President Elect, Secretary / Treasurer, IAR Board of Directors, and several other committees as needed. She has been a REALTOR since 1998. In 2021 Dawn became one of the Broker Owners of Lakeland Realty. She believes in our association and members. Dawn feels that, serving on this Board is an important commitment and she is willing to continue to do her best for the members of the association.



**President Elect—Patty Seutter (DeKalb Co.)** - Patty joined our Realtor family in 2017 and is a Broker with Century 21 Bradley. She lives in Waterloo with her husband and 2 little dogs. Patty grew up in Kendallville but is proud to serve all of Indiana for real estate needs. She is a proud mother of 2 and an even prouder Grandmother of one. Patty loves to travel, enjoys camping and attend any event she can for kids she knows. Patty is currently active on the Board of Directors, MLS Board, Election Committee and RPAC Committee. She is active and supports Kendallville Chamber of Commerce and Waterloo Main Street Board. Patty has a strong desire to serve. She is looking forward to continuing to be an active Board member and getting to know our incredible Membership.



**Treasurer / Secretary—Jennifer Streich (Noble Co.)** - Jennifer resides in Noble Co. calling Kendallville home for many years. She became a Realtor in 2018, joining Hosler Realty Inc. She became Co-Owner in 2020. Jennifer is serving on the NEIAOR Board of Directors, the MLS Board, Bylaws Committee and is looking forward to continuing to be involved with various Realtor boards and learning the impact they have on the real estate industry. She is participating in the IAR Leadership Academy class of 2023. Jennifer is very grateful to have the opportunity to work alongside so many amazing Realtors. She finds great importance in being involved in her community and having a pay it forward mindset. Jennifer participates in the Kendallville Rotary Club, Historic Downtown Kendallville Board, a Kendallville Chamber of Commerce Board member and Economic Improvement District (EID) Board.



**Immediate Past President—Mark Hansbarger (Steuben Co.)** - He has been in real estate since 1973 and is broker-owner of Realty PRO Hansbarger Realty in Angola, as a Realtor, Consultant, property manager and developer. Mark has been a member of NAR since 1979; on the NEIAOR board of directors for 13 years, received distinguished service award for 1995-96, served as Secretary and Treasurer multiple times, was elected as NEIAOR President 2022, President-Elect in 2021, and attended NAR 2021 Leadership Summit. He has served on bylaws committees, is an IRMLS director, and an RPAC contributor. He was also an auctioneer selling both real estate and personal property. Mark has 3 children, 5 grandchildren; is now married to wife Stella; enjoys photography and travel; is an extra class ham radio operator, a private pilot with his own aerobatic plane; has a commercial drone certification; and he still helps with the family's Clear Lake Resort with guests returning for nearly 70 years.



## Report of the Nominating Committee: 2023 CANDIDATES Association Board of Directors



**Board Seat (4 Years) - Kay Kunce (Steuben Co)** - Kay started selling real estate in 1978. She is with Coldwell Banker Real Estate Group in Angola. Over the years she has enjoyed assisting buyers and sellers with their real estate needs. Kay has been active on the NEIAOR Board, worked on several different committees, helped with Steuben County 4-H and served as a trustee for her church. She has been married to her husband, Mike, for 46 years. They live on a farm in Fremont. She has raised four children and has ten grandchildren.



**Board Seat (4 Years) - Shala Cook-Hoover (LaGrange Co)** - Shala became a Realtor in 2015. In 2021, she became one of the Broker Owners at Lakeland Realty. She has 3 fur babies (cats) and is married to her high school sweetheart, Jacob. With her passion for travel, her and Jacob plan to see all 50 states. Shala believes that success comes from hard work, dedication, and surrounding yourself with successful and positive people. Currently, she serves on the Association Board, MLS Board as Secretary, RPAC Committee, Education Committee, and Grievance Committee. She enjoys attending the Stakeholder Conference. Shala is excited to continue her service on the Association Board of Directors.



**Board Seat (4 Years) - Todd Squires (Steuben Co)** - Todd is a REALTOR with Coldwell Banker Real Estate Group. He has been in Real Estate for 11 years and in building material sales for 32 years. Todd lives on Snow Lake with his wife, two daughters and one dog. He enjoys Crossfit, golf and helping capable people find shelter & health. Todd is a lifelong learner and enjoys a good book.



**Board Seat (4 Years) - Leyth Al-Mohammedawi (Noble Co)** - Leyth has lived in Rome City for most of his life and couldn't be happier to call Noble County his home. He has always strived to be involved and help his community in any way possible. When he came back from the military, he got straight to work getting his license, becoming a Realtor, and joining the NEIAOR Board of Directors. Believing that Real Estate is one of the best ways to help and get involved. Leyth is deeply excited for the years to come. He is also extremely grateful to be surrounded by the exceptionally great people on the board and in his community.

This is the Report of the Nominating Committee for the 2022 Candidates for the Association and MLS Board of Directors. Additional candidates for the offices to be filled may be placed in nomination by petitions signed by at least twenty (20) percent of the Members eligible to vote. The petition shall be filed with the Chief Staff Executive at least two (2) weeks before the election. The Chief Staff Executive shall send notice of such additional nominations to all Members eligible to vote before the election.



## Report of the Nominating Committee: 2023 CANDIDATES MLS Board of Directors



**MLS Board Seat (4 Years) - Michele Guin (Steuben Co)** - Michele was born and raised in Ft. Wayne. She married her high school sweetheart. Fast forward almost 40 years later, our family of 4 children has grown and we have been blessed with 7 grandchildren that keep us busy. Together we enjoy watching the kids play sports, gardening, cooking, small home projects, and kayaking. Michele became a Realtor in Jan. 2021 to help people find a place to call home. She enjoys working with clients that are excited to buy a new home. Starting at a time where multiple offers and over list price sales has been a bit challenging. However, she feels this has afforded her the opportunity to hone her skills to help her clients. Michele is excited to be a part of the MLS Board and to continue to learn, be supportive, and represent our community of Realtors.



**MLS Board Seat (4 Years) - Dominic Jackson (Noble Co)** - Dominic was born in California and moved to Indiana when he was 14 years old. He has 4 amazing children that he loves to spend time with. His hobbies include sporting events with his family, Video games, and helping people with any real estate needs. Since receiving his real estate license, he has spent countless hours learning every way to best serve his clients. Dominic's big reason for joining the MLS Board is to learn more ways to help not only his clients but other real estate agents.



**MLS Board Seat (1 Year) - Dawn Miller (LaGrange Co)** - Dawn currently serves on NEIAOR Board of Directors as President Elect. She is a Past Realtor of the Year, currently the Chair the RPAC Committee, Co-Chair the RPAC Trustees Committee and Education / Program Committee. Dawn has served as President, President Elect, Secretary / Treasurer, IAR Board of Directors, and several other committees as needed. She has been a REALTOR since 1998. She believes in our association and members. Dawn feels that, serving on this Board is an important commitment and she is willing to continue to do her best for the members of the association.

**MLS Board Seat (4 Year) - Available**

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Effective Tuesday, October 18, 2022, SentriLock is implementing an extra layer of security to the SentriKey® Real Estate website and mobile app. Users will be asked to establish security questions and verify their cell phone. SentriLock will be emailing members on October 13, 2022 notifying them of this security update.

Security questions will offer a secure validation of their account in addition to their PIN. Users will select from 10 predetermined questions and enter their personalized answers. Once those answers are saved, a cell phone verification prompt will be activated.

Customer Support will use these questions to validate the user's identity if they cannot remember their PIN or password. This will provide them with a faster, more efficient experience and eliminate the need for a PIN/Password reset email.

There will be a 14 day grace period for users to establish their security questions. After the 14-days, users must initiate the security questions or they will not be able to access the SentriKey® Real Estate® website or app. A reminder email will be sent to members to add the security questions to the SentriKey Real Estate website or app so they do not lose access.



### Get Ready, Get Set, GROW at NAR NXT

Be ready for an experience beyond expectation, get set to connect and learn more than you could imagine— it's an experience—made by you, made possible by NAR. **REALTORS® Conference & Expo** is now **NAR NXT, The REALTOR® Experience.**

Registration is Now Open

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!](#)



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](https://nar.realtor/riding) to enter.

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







TRAINING



Paragon Academy is now easier to manage!

The vendor we use for Paragon Academy is making changes on their end and the domain currently used to host Paragon Academy is being retired on 10/31/22. If you have seen a message appearing at the top of the Paragon Academy; we have been assured that users **will not** lose certificates or progress within their Paragon Academy. *The only change being made is the URL to access Paragon Academy.*

What does this mean? It simply means that there is a new URL to register for Paragon Academy AND then log back into Paragon Academy. ***This is good news because accessing Paragon Academy is now much easier!***

- New users will not experience any interruption if they are directed to the new Paragon Academy URL.
- Current Paragon Academy users will need the new URL to access their progress / certificates.

**Here is the new URL for Paragon Academy:**

<https://blackknight.gmetrix.net/Login.aspx>

ASSURANCE  
TITLE  
ATC  
COMPANY

## Local Market Update for August 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



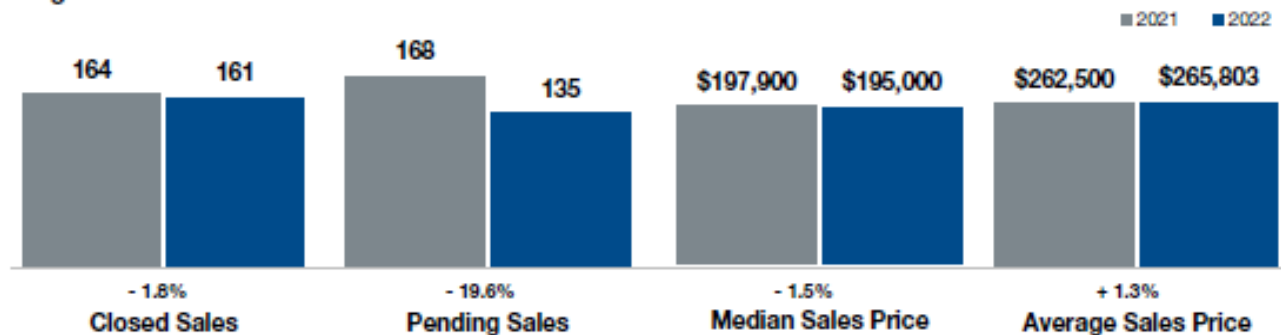
# Northeastern Indiana Association of REALTORS®

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

Key Metrics	August			Year to Date		
	2021	2022	Percent Change	Thru 8-2021	Thru 8-2022	Percent Change
New Listings	212	163	- 23.1%	1,301	1,227	- 5.7%
Closed Sales	164	161	- 1.8%	1,049	1,026	- 2.2%
Median Sales Price	\$197,900	\$195,000	- 1.5%	\$178,900	\$190,000	+ 6.2%
Percent of Original List Price Received*	99.4%	97.9%	- 1.5%	99.2%	98.6%	- 0.6%
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--
Inventory of Homes for Sale	219	207	- 5.5%	--	--	--

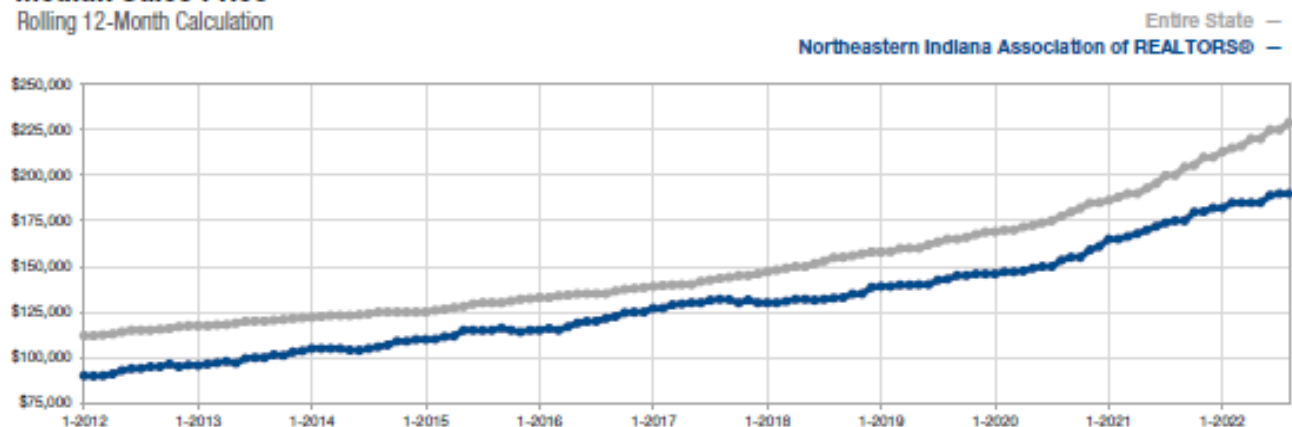
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample sizes.

### 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.

Current as of September 10, 2022. Data obtained from participating Multiple Listing Services (MLSs) and Broker Listing Cooperatives® (BLCs®). Report © 2022 ShowingTime.

# Local Market Update for August 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

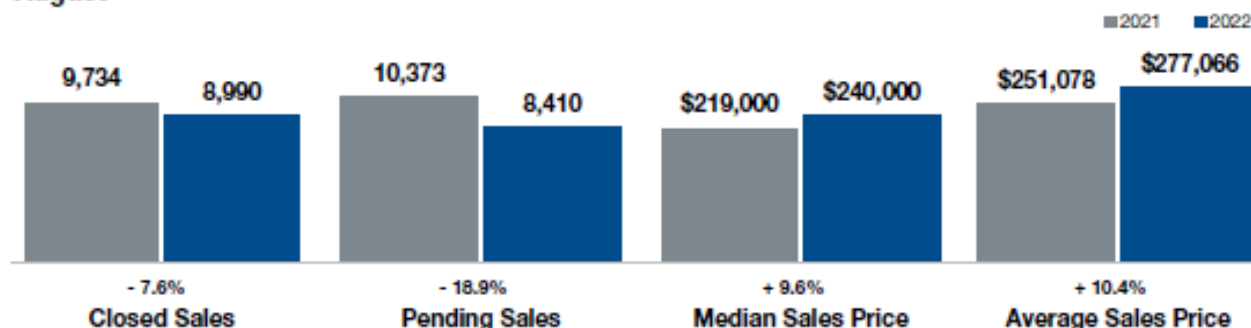


## Entire State

Key Metrics	August			Year to Date		
	2021	2022	Percent Change	Thru 8-2021	Thru 8-2022	Percent Change
New Listings	11,172	9,752	- 12.7%	74,876	74,827	- 0.1%
Closed Sales	9,734	8,990	- 7.6%	63,983	61,183	- 4.4%
Median Sales Price	\$219,000	\$240,000	+ 9.6%	\$207,500	\$235,000	+ 13.3%
Percent of Original List Price Received*	100.0%	98.1%	- 1.9%	99.6%	99.6%	0.0%
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--
Inventory of Homes for Sale	9,298	11,709	+ 25.9%	--	--	--

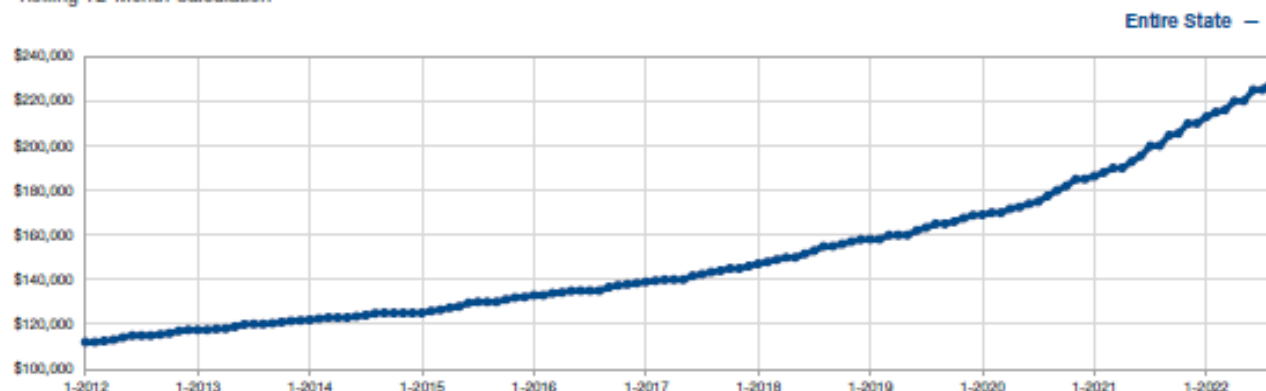
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

### August



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