

In the Know....

December 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

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

dani@alwaysre.com

260-499-1334

Shala Cook-Hoover-Secretary

shalacook@hotmail.com

260-463-1111

Mark Hansbarger

mark@hansbarger.com

260-316-3192

Patty Seutter

pattys@c21bradley.com

260-302-1899

Jennifer Streich

jstreich@hoslerrealty.com

260-302-5200

Michele Guin

micheleg@c21bradley.com

260-579-7316

Dominic Jackson

djackson@hoslerrealty.com

260-446-7650

2022

**MLS Board of
Directors**

Mark Hansbarger

Dani Rittermeyer

Shala Cook-Hoover

Patty Seutter

Jennifer Streich

Michele Guin

Dominic Jackson

QUOTE OF THE WEEK

Christmas is the day that holds all time together.

~Alexander Smith

MARK YOUR CALENDARS

October 24 – Check your inboxes for annual dues invoices

December 2 – Deadline for annual dues.

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

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

December 23 & 26 – Merry Christmas! Board office closed.

January 10 & 11 C/E Class – In person at NEIAOR Board Office. See flyer on page 5.

May 24 & 25 C/E Class – In person at NEIAOR Board Office. See flyer on page 6.



[illegible]

Tina Martin – Grogg Martin Realty

Zack Swinehart – Hosler

Angel Baczynski – Hosler

Shawn Hoover – Treehouse Realestate

Deporah Hornberger – Treehouse Realestate

\$

If you still need to pay your annual dues, call the Board office TODAY at 260-347-1593 to make your payment.

\$

SIGN UP FOR 2023 C/E CLASSES!

See flyer for dates and times on pages 5 & 6!

A festive Christmas card with a black background. The text "Merry Christmas" is written in a white, elegant cursive script. The card is decorated with green pine branches, gold and red ornaments, and small white stars. A reflection of the card is visible below it.

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



2020

2021

2022

TOP 1%

MORTGAGE ORIGINATORS

In America

2020

2021

2022



Steve Hostetter

NMLS#454468

260.403.8642



Bailey & Wood

MORTGAGE LENDER

Visit our website at:

www.neindianarealtors.com

Bailey & Wood
MORTGAGE LENDER

CLOSE IN DAYS NOT WEEKS!

TOP 1%
MORTGAGE ORIGINATORS
in America

2021
2022

TOP ORIGINATORS
SCOTTSMAN GUIDE

Paul Lang
NMLS# 161327071 MI-047055

260.905.6689

Hosler

REALTY, INC.

Magic on Main

The Christmas Tree Jubilee 2022

106 S. Main Street Kendallville, IN

All proceeds will benefit Orange Township Helping Hands Food Pantry

November
19th
Saturday

Auction & Bake Sale:

Doors Open Auction Starts

4:00PM

5:00 PM

Featuring over 20 uniquely decorated trees, wreaths and
desserts that are available for purchase during the live
auction. Decorated by local businesses and civic groups.



All Hosler Realty Events
are Free to attend.
Come & Enjoy!



Hosted by Hosler Realty Inc

For questions please contact
Jennifer Streich 260.302.5200

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, January 10, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Learning the Lay of the Land of New Construction (2CE)
8 AM—10 AM (Instructors: Jamie Lancia)
- ☐ Dig Deep: Home Inspection and Homeowner's Insurance (2CE)
10 AM—12 PM (Instructor: Joe Mishak)
- ☐ Knock, Knock! Who's There? Keeping You and Your Client SAFE! (2CE)
1—3 PM (Instructor: Renee Cox)
- ☐ Assumptions about Assumptions (2CE)
3—5 PM (Instructor: Margaret Sklenar)

Wednesday, January 11, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Keeping Your Real Estate Brokers on Track** (4CE)
8 AM—12 PM (Instructor: Jennifer Reiff)
- ** 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
- REALTOR® from other associations: \$15 per hour
- All other non-member licensees: \$20 per hour

■ Package Rate (Includes all 12 hours)

- REALTOR® 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.

Wednesday, May 24, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Learning the Lay of the Land of New Construction (2CE)
8 AM—10 AM (Instructors: Jamie Lancia)
- ☐ Dig Deep: Home Inspection and Homeowner's Insurance (2CE)
10 AM—12 PM (Instructor: Joe Mishak)
- ☐ Knock, Knock! Who's There? Keeping You and Your Client SAFE! (2CE)
1—3 PM (Instructor: Renee Cox)
- ☐ Assumptions about Assumptions (2CE)
3—5 PM (Instructor: Margaret Sklenar)

Thursday, May 25, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Keeping Your Real Estate Brokers on Track** (4CE)
8 AM—12 PM (Instructor: Jennifer Reiff)
** This class is for Brokers & Managing Brokers.

CLASS FEES:

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\$75 package

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Company Address: _____

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

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Name on Card: _____ Acct#: _____

Exp: _____ Billing Zip Code: _____ Signature: _____

NEIAOR Committee members attended the 2023 Professional Standards/Grievance Education Seminar that was held in Carmel on Tuesday November 29.

A big thank you for your time and service Shala, Dawn, Lynn, Jennifer and Patty!



3 RIVERS®

A big thank you to NEIAOR members and Affiliates who donated to the LaGrange County Clothes and Food Basket! Food, personal and household items were donated along with a monetary donation of \$1,048.00! Way to go REALTORS®!!



**ASSURANCE
TITLE
COMPANY**

Local Market Update for October 2022

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



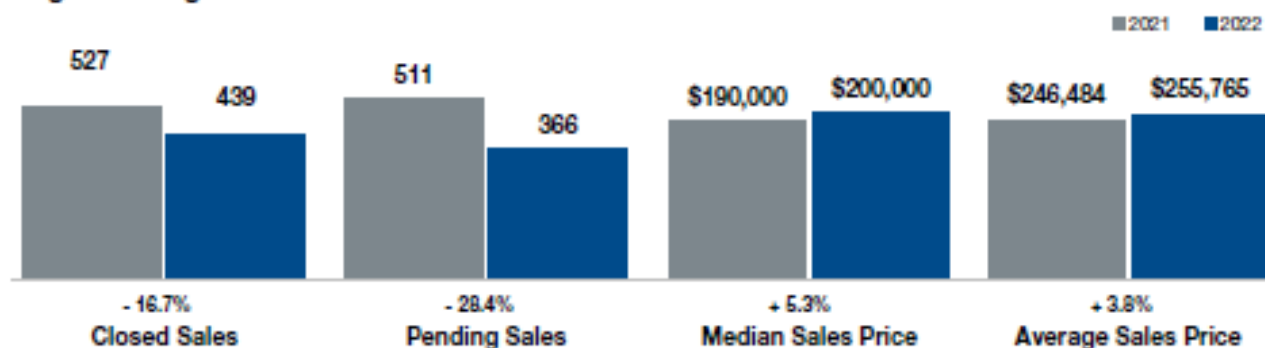
Northeastern Indiana Association of REALTORS®

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

Key Metrics	August through October			November through October		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	575	502	- 12.7%	1,828	1,797	- 1.7%
Closed Sales	527	439	- 16.7%	1,691	1,639	- 3.1%
Median Sales Price	\$190,000	\$200,000	+ 5.3%	\$179,900	\$192,250	+ 6.9%
Percent of Original List Price Received*	98.9%	97.5%	- 1.4%	98.9%	98.3%	- 0.6%

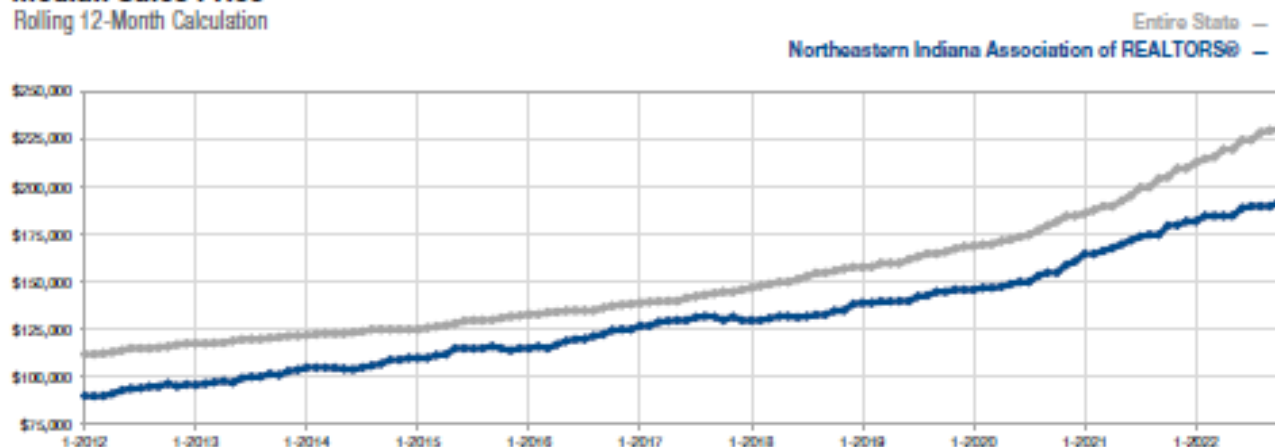
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample sizes.

August through October



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.

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.**

