



NEWSLETTER

Realtors Association Surveys Country for Detailed Buyer, Seller Information

Every 2 years for the last 27 years the National Association of Realtors conducts a detailed survey of home buyers and home sellers focusing on the home buying and selling process and peoples' reaction to the process. The 2018 report is out in massive detail. In my article about the report I won't go deeply into details but rather, highlight some of the information I hope you'll find interesting. Keep in mind this research was for the entire country.



On the home buyer side of the equation:

- 33% of all buyers were buying their 1st home
- The typical buyer was 46 years old and had an average annual income of \$51,600
- 88% found the internet as the best source of info
- 78% of buyers reported their real estate agent was a very useful information source
- 87% of buyers used a real estate agent and 6% bought directly from a builder's rep. 90% would use their agent again.
- Detached single family homes were the choice of 82% of homebuyers with townhomes, condo's and duplexes filling in the balance.
- There was a median distance of only 15 miles between the old and new homes
- The median price was \$250,000 and 1900 sq. ft.

On the home seller side:

- The typical home seller was 55 years old with a family income of \$98,800
- The most common reason for selling was to get a bigger home followed by getting closer to friends and family, and job relocation.
- Sellers had typically lived in their homes for nine years before selling
- 91% of sellers worked with an agent to sell their home
- Sellers reported they were on the market for 3 weeks before accepting an offer
- 44% of all sellers offer some type of incentive such as paying a portion of buyers closing costs, providing a home warranty, appliances or decorating allowance, etc.
- Home sellers on the average sold their home for \$55,000 more than they paid for it.

These are national statistics and don't apply precisely to our market but to us at Ayers Realtors they surprisingly conform in more ways than not.

BEACH BITS

Bethel Lutheran Church

411 Montgomery Avenue

Bethel Lutheran Church will have movies honoring Black History Month on the 10th & 24th of February (Noon-2:30pm) and special Ash Wednesday, Lent, and Good Friday services. Easter Services start at Lake Michigan at 7:30am and conclude at the church. Many of the activities include a light dinner. Call for more details 219-938-6677 and please keep an eye on their Facebook page for more upcoming events.

St. Mary's of The Lake

6060 Miller Ave.

- Friday, March 8th, 3:30 – 8 pm at Lessard Hall is the date, time & place of the annual all you can eat (dine-in) fish fry. Meals to go will be available. Beverages and way better than average desserts are available for purchase. Tickets at the door: Adults \$12, Children under 12 \$6
- Save the date May 4th for the annual Festa Italiana
- St. Mary's Food Pantry serves the community on the 3rd Monday of each month from 10 am to 12 pm in Lessard Hall. Volunteers are needed on the days of the pantry from 9 am until noon and for cleanup on the evenings of the pantry at 6:30 pm. Call Judy Tonk (938-6880) for more info.

Miller Pizza

Enjoy daily lunch special of 2 slices of deep dish pizza and a beverage for \$6 Mon—Sat. Dine in specials are also offered on 1st Fridays.

Temple Israel

601 N. Montgomery

On Monday, Feb 11th movie critic and editor of "The Beacher", Andrew Tallackson will commentate on Academy Award Oscar contenders as well as films that will soon be released. Doors open at 6:30 pm. Program begins at 7pm. Suggested donation is \$5. Semi-formal attire is suggested. Enjoy complimentary hor d'oeuvres and desserts.

Nelson Algren Museum Of Miller Beach

541 S. Lake Street

Friday, April 26 at 7:00 pm Nelson Algren Museum of Miller Beach welcomes author of new Algren biography, "Never a Lovely So Real," Colin Asher.

See what new items were acquired in 2018. Enter through the back door through the Algren Pocket Park. For more information email suerutsen@comcast.net

MBACD - Miller Beach Arts & Creative District

With the aim of generating a greater sense of community through arts MCACD will present "Indy Windy: A Love Story" on Feb 8th 6 pm—9 pm showcasing artists from Indiana & Chicago who create large public art in aging urban areas.

Gallery hours: Thurs: 12 pm—6 pm, Fri & Sat: 6 pm—9 pm, Sun 1 pm—4 pm.

On Feb 16 Dr. Mark McPhail will discuss the book he is writing :Shades of Crimson and Cream", A Diverse Peoples' History of Indiana University, 1820—2020" There will also be an interpretive dance performance on the subject by the South Shore Dance Alliance .

Aquatorium Society

6918 Oak Ave

The Oscars come to the Aquatorium! Oscar winning movies will be shown Sun, Feb 24 ("Red Tails" about the exploits of the Tuskegee Airmen) and Sun, March 24 ("LaStrada" - by director Federico Fellini starring Anthony Quinn). Admission at the door is \$10. Movies will be enhanced by new electric shutters that cover windows in the Tuskegee Room.

The MCC Shoreline Committee will meet April 18 to discuss beach safety with various officials for the upcoming season.

The Humane Society of Northwest Indiana will have their annual concert fundraiser on Sat, March 9th at County Line Orchard with live music by Mr. Funnyman with special guest Bill Hayden. Visit www.humanesocietynorthwestindiana.org or call 219-938-3339. All proceeds benefit the Humane Society of Northwest Indiana.

Miller 2018 Housing Market Robust Even Without Lakefront Sales

The statistics included in this section of the newsletter are from the Greater Northwest Indiana Association of Realtors MLS. Because the high priced houses and the lower priced houses in all neighborhoods are included, the average for your specific neighborhood will be substantially different.



The 2018 year end real estate statistics are now available for the Miller market area within the National Park boundaries. There were 76 home sales reported. This total of 76 is up from 2017 when there were 69.

Bank owned sales of homes are becoming less of a factor in our market after several years of repo sales being a substantial percentage of the market. The highwater mark was in 2011 at 50%. Since then, the percentage has been decreasing to 25.7% in 2016, 16% in 2017 and only 3.9% in 2018.

The average list price in 2018 was \$195,236, an increase from \$178,299 in 2017. The average sales price was up correspondingly from \$169,640 in 2017 to \$185,935 in 2018. As has been a market fact for the last several years, the average sales price of the repos, \$45,567 compared to the average sales price of the non-repo home sales at \$191,704 has had an effect on the statistic.

Lakefront property sales prices are always dramatically higher than all properties not directly on the water. Therefore, in 2017 the 7 lakefront sales really boosted the average sales price for all properties. In 2018 there were 3 lakefront sales to boost the overall average. Usually if there are 7 lakefront sales one year and only 3 such sales the next, the overall average sales price for the area would drop. However, in 2018 the market was so robust the average sales price as reported above still saw a substantial increase.

Another very encouraging market fact was the resurgence of vacant lots sales. Since the real estate crash that began in late 2007 very few lots have changed hands; some years none. In 2017 there were 8 lot sales. In 2018 there were 21 lot sales and Ayers Realtors handled 16 of the listings.

Finally, Ayers Realtors has approximately three and a half times the volume of sales as the nearest competitor with 46% of the market share with an average market time of 41 days compared to other offices combined market time of 83 days. It remains a **Fact** in our **Market** that Ayers Realtors is the market leader.

Thank you for your support for 97 years.

Bingo-Playing Club Members Benched, Terrarium-Building Team to Take Over

**STREET
BEAT**

The Miller Garden Club can not be accused of being dormant during the winter. Having already hosted a very successful fundraiser to raise money for park benches in Marquette Park last month with "BINGO for BENCHES", next on their agenda is a craft project at the Aquatorium on February 2nd from 11 am – 1 pm. With the help of gardeners Sandy Appleby and Margaret Scissom you will make and take home a Terrarium. Materials will be supplied but you are welcome to bring your own container. The cost is \$10 for children and \$15 for adults. You can reserve a place by texting 630-926-6080 or visit the garden club's website at www.millergardenclub.org

On Saturday, February 6 there will be a winter outing to "Plant" in Chicago's Back of the Yards neighborhood. "Plant Chicago" is a non-profit established in 2011. It is a collaborative community of food businesses who work to make cities healthier and more efficient by developing innovative methods for sustainable food production, energy conservation and material reuse. Meet at "The Plant" – 1400 W. 46th Street, Chicago) at 11 am. Those interested in carpooling should meet at the corner of Grand Boulevard & Miller Avenue at 10 am.

Saturday, March 16th is the first garden club meeting of the year (10 am at the Aquatorium). The theme this year is "The Year of the Beginner" and in keeping with the theme Carol Smith, Dawn Vanzo & Jack Tonk will lead a class "Seed Starting 101". The club has trays, soil and a limited selection of seeds. Bring your own seeds and 2 clean milk or water jugs for outdoor seed starting. At the meeting on Saturday, April 20th (10am at the Aquatorium) the topic will be "Spring Cleaning your Garden" and will cover cleaning and mulching. Tool sharpening will be available so bring your tools.

Now is the time to join or renew your Miller Citizen's Corporation membership. Dues are \$10 annually and can be paid at meetings which are held on the 2nd Mondays of the month at 7:30 pm in the lower level of Marquette Park Methodist Church on Grand Boulevard or checks can be mailed to MCC, PO Box 2645, Gary, IN 46403. This is the organization that is the glue of our community and deserves our support.

The Douglas Center for Environmental Education
100 North Lake Street

Visit www.nps.gov/indu or call 219-395-1882 for information about winter weekend activities including groundhog puppet shows, nature craft workshops, nature play days and ranger lead hike/snowshoe/ski programs. Everyday the Douglas Center offers free loan of cross country ski equipment and snowshoes.

Cats, Elderly Couple Bite, Scratch Cornered Young, Future Realtor

Home on the Range by Judy Ayers

Ode to an Old Dude

There was an elderly retired couple, the Mosegaards, who lived between our houses when Gene and I were growing up in Miller Beach on Hancock and Henry Streets. Evelyn and Elmer had an old black Ford sedan that Evelyn drove and the car had taken quite a beating as Evelyn got older and had trouble negotiating the car and the garage door. Elmer was the passenger and wore suspenders and a funny little hat that he tipped as they drove down the alley. Evelyn wore housedresses, full frontal aprons and a hat that matched Elmer's. She took her driving seriously with both hands gripped on the

steering wheel, eyes focused on the path ahead and enough force on the accelerator to make gravel fly and mothers quickly take inventory of their children when they heard the Mosegaard car approaching.

Elmer and Evelyn loved cats and had a lot of them. There was always a cat or two in various windows of the house, some sat in the sun in their back yard and there was always a cat or two on Elmer's lap when they went on driving excursions. Gene remembers the time Evelyn pounded on the Ayers' back door, yelling and screaming about a cat in their tree and wanted Gene to come out right away and retrieve it. Elmer had a ladder in place, having already attempted to rescue the little rascal, when eleven year old Gene was recruited. He could reach the cat but the cat bit and/or scratched him time and time again as Elmer and Evelyn yelled from the ground and became quite snarly themselves.

Decades later Gene and I were reacquainted, got married and 12 years ago we were given a kitten we named "Dude". Over the years we had other cats one at a time and were always mindful of mimicking the Mosegaards. That includes making sure a draft of cat presence was never the first to greet little Trick or Treaters when we open the door on Halloween and we make sure neither of us leaves the house adorned in cat hair. Dude passed away recently and even though it has been weeks since he died I still expect him to meet me at the door or come running at the sound of the can opener opening a can which in Dude's mind could only contain tuna. We always felt sad when we lost a pet but this time, maybe because we are older, we thought Dude would live long enough that we would need only one more cat after him to escort us through our senior years. Now, if all goes well healthwise for Gene and me we might need a cat and a half. As sad as it is to lose a pet I still say there is nothing like a nonjudgmental, trusting, dependable four legged companion and one of these days I hope we find another furry friend.

In the meantime – here's to Elmer and Evelyn and of course Dude for the kinships we have between animals and humans and for lots of fond memories.

Sassy Salsa Tuna Salad

Speaking of tuna - here is a tuna salad that puts a South of the boarder spin on tuna salad

20 ounces of tuna in water, drained (about 4 cans)

½ C mayonnaise

3 vine-ripe tomatoes, diced

5-6 green onions, chopped

¼ C chopped cilantro

2 avocados, peeled and chopped

1 or 2 jalapeno peppers, seeded & diced

Juice of 2 limes

½ tsp salt

Mix the tuna and mayo in a large bowl, breaking up the tuna into smaller pieces, until evenly blended.

Sprinkle the chopped tomatoes with a bit of salt and pepper; toss into the bowl. Add green onions, cilantro, avocados and jalapenos to the bowl. Add lime juice, salt & pepper.

Open a bag of chips and let the fiesta begin!

MILLER BEACH!



1137 N. Warren St.

\$359,900

www.MillerBeach.com

219-938-1188



Lakeview Home!

Totally refurbished in 2018 and constructed of high quality materials by Miller's Premium Residential builder. This is a rare opportunity to enjoy the beach lifestyle. You'll be charmed by the all of the quality features and the bridge to the huge lakeview deck above the garage .

MILLER BEACH!



6806 Forrest Ave.

\$145,000

www.MillerBeach.com

219-938-1188



Classic Brick Home

When you visit our website and look at all the photos, you will be amazed at the potential of this home to expand living space upstairs and in the walk-out basement with 8' ft ceilings and huge windows. Check it out!



The Ayers Realtors' Team
Gene Ayers, GRI, CRS
Nancy Del Prado, GRI, CRS



See our beach cam and virtual tours at www.MillerBeach.com

Charming home, quiet neighborhood



1516 E. 6th Street, Hobart -
\$90,000

Hillside Ranch



6433 Ash Ave.
\$108,900

1400 square foot ranch home



425-C W 500 N, Valparaiso
\$130,000

Close to Beach!



1038 N. Sullivan St.
\$125,000 - Pending!

Great location!



2570 Morgan St.,
Lake Station \$155,000.

Charming remodeled beach !



1100 N. Vanderburg St.
\$284,900

Close to the beach



1111 N Vigo St
\$72,000

Great location!



1100 N. Warrick St.
\$85,000

Beautiful residential lot!



8432-8436 Oak Ave.
\$118,500



MILLER PROM

AT THE MARQUETTE PARK PAVILION

1 N. GRAND BOULEVARD, GARY, IN
(A FORMAL EVENT)

BY THE MILLER CITIZENS CORPORATION

SATURDAY, FEBRUARY 9, 2019

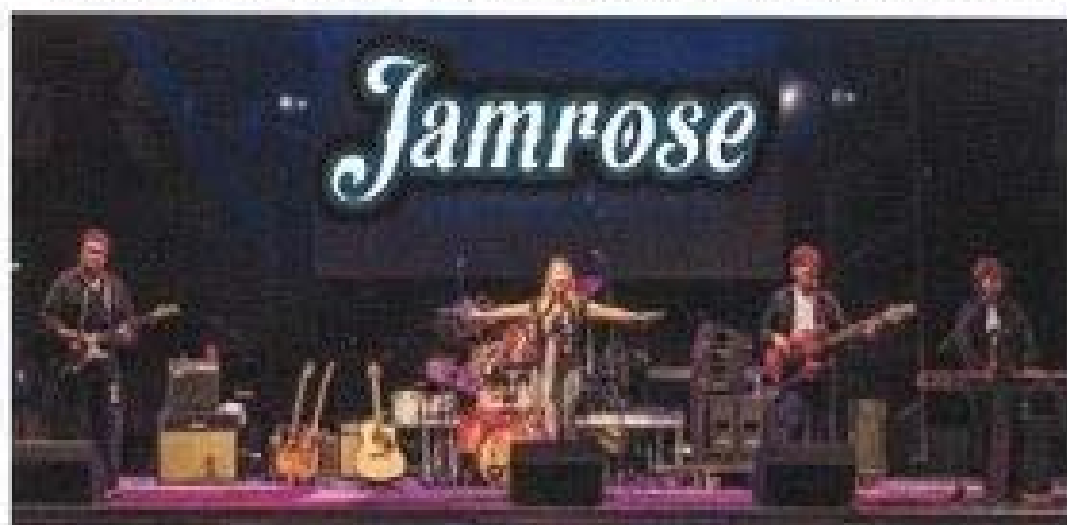
7:00 P.M. TO 11:00 P.M.

MUSIC PROVIDED BY THE NICOLE JAMROSE BAND

DANCING - HORS D'OEUVRES - CASH BAR

TICKETS \$30.00 PER PERSON

(\$40.00 PER PERSON AT THE DOOR, IF AVAILABLE)



MILLER PROM # 00012



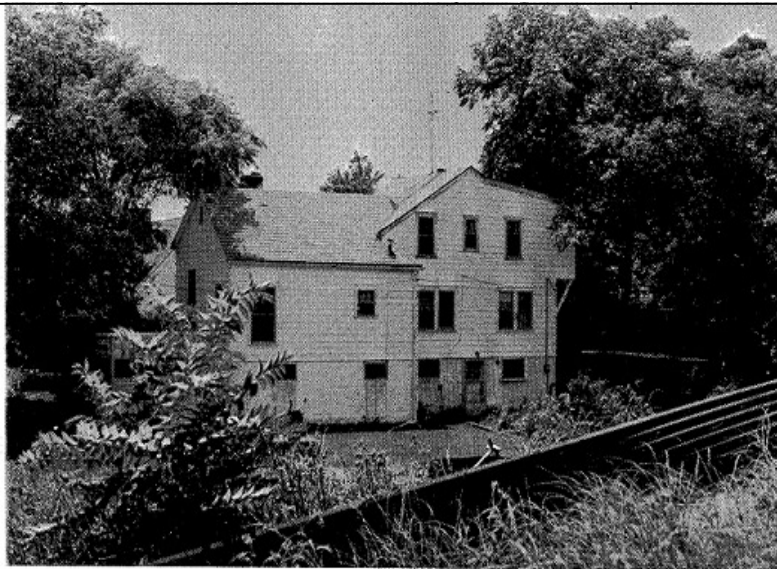
646 S. Lake Street
Gary, IN 46403
(219) 938-1188
www.MillerBeach.com

INSIDE: Columnist Suspects Elderly Couple Allowed Cat to Drive Car!

NAME "THIS OLD HOUSE" AND WIN \$50.00

This is a picture from many years ago of a house in Miller. The first person to call the office between 9 AM—5 PM Monday-Friday and give the correct address will win a \$50.00 gift certificate to their choice of Miller Pizza Station, Beach Café, 18th Street Brewery, Miller Bakery Café, Captain's House, Cultivated Culture Café, Flamingo, or Tequila & Tacos.

Sorry, the present owner and family cannot win. You'll have a chance next newsletter.



Send an email with subject "Newsletter" to info@millerbeach.com (You'll be entered in a drawing for a \$50 gift certificate to a local Miller restaurant of your choice.) Or view our newsletter online at www.MillerBeach.com

Check out www.MillerBeach.com today!