

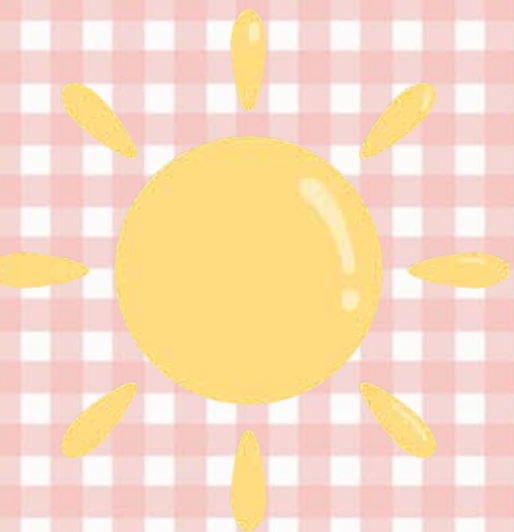
Summer 2026

@home

WHAT'S INSIDE:

- Open House Weekend
- Local Market Updates
- Lemonade Bar Recipes
- Ideas for your Backyard BBQ Bash
- What's Your Summer Personality?

WHAT YOU WILL FIND INSIDE



OPEN HOUSE WEEKEND

Many of the active listings will be held open, great time to shop!

LOCAL MARKET UPDATES

What is going on in Bartholomew, Jackson & Jennings Counties

LEMONADE BAR RECIPES

Think Dirty Soda Bar but with all your favorite summer flavors!

BACKYARD BBQ BASH

Hosting this summer? Here are a few ideas to add to your summer hang!

WHAT'S YOUR SUMMER PERSONALITY?

Find out what part of summer fits you best!



The difference between finding a house & finding your dream home is all in the details...



And having a great REALTOR® that knows exactly where to look. Let's find the home that's meant for you!

BETHANY RUST

bethanyrust960@gmail.com

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Can you spot the differences in the photos?



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Real Estate Agent & Property Manager

Looking to buy or sell?

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She'll help you **every step of the way.**

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**90
HOUR**

PRELICENSING BROKER COURSE



READY FOR A REWARDING, FLEXIBLE CAREER IN REAL ESTATE?

Real estate is a fast-paced industry with exciting careers helping clients realize their dreams, put down roots and invest in their communities as property owners. As a broker, clients count on you to guide them through the process, know the market and the law, and put your expertise to work for them – so Indiana requires a 90-hour prelicensing course to get started. Register today!

REGISTER:



10-WEEK BLENDED COURSE

August 8 – October 8, 2026

In-person classes held Tuesday & Thursday, 6:00pm - 9:00pm

Crossroads Association of REALTORS®

320 Franklin St, Columbus, IN 47201

Here is what you can expect from our BLENDED course:

Combination of live classroom instruction and flexible online learning

Two in-person classes per week

One online session per week

Includes two course textbooks
(shipped straight to you via FedEx Ground)

For more information, email info@recp.org –or– call the RECP Helpline at 800-742-4067

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WHY HIRE AN AGENT WHO IS A REALTOR®?

As experts of all things related to home buying and selling, real estate agents who are REALTORS® help consumers navigate the most complex and consequential transaction many of us will ever make.



BUYERS:

Roughly 9 in 10 buyers work with a real estate agent who helps negotiate the best price & terms.



SELLERS:

Without a REALTOR®, For Sale By Owner homes sell for about 26% less than agented properties.*

WHEN YOU USE A REAL ESTATE AGENT:

They help you with things like...



Navigate legal details including managing attorney reviews, filing required state and federal forms, and knowing contracts inside and out.



Understand financial complexities such as mortgage rates and terms, appraisals and inspections, and coordination with lenders.



Uncover community elements like property taxes, public property information, price trends and neighborhood details.



WHEN YOU DON'T USE A REAL ESTATE AGENT:

You have to do things like...



Make sense of all the legal aspects of buying or selling a home.



Become a financial expert and learn local tax codes & policies.



Coordinate inspections and appraisals without training or knowing the best people.



Learn local negotiating trends and market.



Write your offer to outshine all buyers. As seller, evaluate all details of each offer beyond just price.



Negotiate with seller, buyer and/or agent.



Accept your home likely will sell for less.

7 Reasons to Work With a REALTOR®

REALTORS® aren't just agents. They're professional members of the National Association of REALTORS® and subscribe to its strict code of ethics. This is the REALTOR® difference for home buyers:

Ethical treatment.

Every REALTOR® must adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters. The first obligation is to you, the client.

An expert guide.

Buying a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.

Objective information and opinions.

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need. By understanding both your needs and search area, they can also point out neighborhoods you don't know much about but that might suit your needs better than you'd thought.



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Expanded search power.

Sometimes properties are available but not actively advertised. A REALTOR® can help you find opportunities not listed on home search sites and can help you avoid out-of-date listings that might be showing up as available online but are no longer on the market.

Negotiation knowledge.

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows enough time for you to complete inspections and investigations of the property before you are bound to complete the purchase.

Up-to-date experience.

Most people buy only a few homes in their lifetime, usually with quite a few years in between each purchase. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.

Your rock during emotional moments.

















A home is so much more than four walls and a roof. And for most people, property represents the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on the issues most important to you.

hello
SUMMER



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We offer loans for different size budgets, including **fixed rate, adjustable rate, veterans assistance, jumbo, and low and no down payment options for eligible borrowers.***

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*All loans subject to eligibility, credit and underwriting approval. Member FDIC



REALTOR® TIP: WHY SUMMER IS A GREAT TIME TO SELL

If you've been considering putting your home on the market, summer can be one of the best times of year to make a move.

WHY SELLERS LOVE SUMMER

LONGER DAYLIGHT HOURS FOR SHOWINGS

With the sun staying out later, buyers have more flexibility to schedule tours after work or evening activities. Natural light also helps homes feel brighter, more open, and more inviting during showings and listing photos.

SUMMER BLOOMS BOOST CURB APPEAL

Summer lawns are green, flowers are blooming, and outdoor spaces are at their peak. First impressions matter, and a well-maintained exterior can instantly make buyers feel more connected to a home before they even walk inside.

FAMILIES PREFER MOVING BEFORE SCHOOL

Many families begin searching in the summer so they can settle into a new home before the school year begins. This often creates motivated buyers who are ready to make decisions quickly and stay on schedule.

BUYERS ARE ACTIVELY SEARCHING

Summer is traditionally one of the busiest seasons in real estate. Buyers are attending open houses, watching new listings closely, and taking advantage of the season to make a move. Increased activity can lead to more showings, stronger offers, and potentially faster sales.

THE VALUE OF WORKING WITH A REALTOR®

A local REALTOR® understands your market and can help position your home competitively. From pricing strategy and professional marketing to staging advice and negotiations, having expert guidance can help make the selling process smoother and more successful.





Lemonade Bar

Recipes

The Closer

- Lemonade
- Coconut syrup
- Splash of half & half
- Fresh lime squeeze

Open House

Punch

- Lemonade
- Pineapple juice
- Coconut syrup
- Orange slices



Key to my Heart

- Strawberry lemonade
- Vanilla syrup
- Fresh strawberries
- Splash of cream

Golden Hour

- Lemonade
- Raspberry syrup
- Splash of orange juice

Off Market

- Classic lemonade
 - Fresh mint
 - Cucumber slices
 - Simple syrup
- 
- 

Do You Have Coverage for Underground Service Lines?

Avoid paying for costly repairs out of pocket.

You rely on more underground service lines than ever before, including water, waste, heating, cable and internet. You may not realize you are legally responsible for maintaining these service lines. Standard homeowners policies, however, don't cover service line damage. A leak, break, tear, rupture or collapse can easily damage these underground pipes or wires, involving costly repairs.

Underground Service Line coverage provides:

- Excavation costs to access and repair damaged underground piping and wiring.
- Repair or replacement of damaged exterior underground piping and wiring.
- First-party coverage for outdoor property such as landscaping, driveways and walkways.
- The additional cost to expedite materials and services needed to make repairs.
- Additional living expenses needed due to loss of use of the property.
- Environmental safety and efficiency condition allowing for 150% upgrade when replacement is required.

Ask Michele to add Underground Service Line coverage today!

EXAMPLE:

You receive a water bill that seems excessively high. The water department confirms the water line on your property is leaking. A repair company is contracted to replace a section of piping in the yard. Underground Service Line coverage provides coverage for the damaged piping.



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WHAT'S YOUR SUMMER HOSTING STYLE?

1. Your ideal summer gathering starts with...
 - A. String lights, fresh flowers, and every little detail planned
 - B. Sending a quick group text: "Come by around 6!"
 - C. A theme everyone can get excited about
 - D. A backyard setup focused on comfort and conversation
2. What's on the menu?
 - A. A beautiful charcuterie board and signature drinks
 - B. Burgers, chips, and whatever's easiest
 - C. Fun foods that match the vibe (taco bar, tropical snacks, etc.)
 - D. Crowd favorites that make everyone feel at home
3. Your hosting must-have is...
 - A. Pinterest-worthy decor
 - B. A cooler full of drinks
 - C. A playlist and activities
 - D. Plenty of seating for everyone to relax
4. How do guests describe your events?
 - A. Stylish and thoughtfully put together
 - B. Easygoing and spontaneous
 - C. Fun and unforgettable
 - D. Warm and welcoming
5. Your perfect summer evening ends with...
 - A. Everyone complimenting how beautiful everything looked
 - B. Laughing because the best nights are unplanned
 - C. One last group photo from an epic night
 - D. Lingering conversations under the stars

Your Results

Mostly A's: The Elegant Entertainer
You love creating polished, beautiful experiences. From curated decor to thoughtful details, your summer hosting style is elevated and effortlessly chic.

Mostly B's: The Casual Crowd-Pleaser
Low stress, high fun. You know the best gatherings don't need perfection — just good people, simple food, and an open door.

Mostly C's: The Party Starter
You bring the energy. Themes, games, music, and memorable moments are your thing. If there's a summer event people talk about all season, you hosted it.

Mostly D's: The Cozy Connector
Your superpower is making people feel instantly at home. Your gatherings are relaxed, meaningful, and all about connection.



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Set the Scene BACKYARD BBQ

A GREAT BBQ
ISN'T JUST ABOUT
THE FOOD - IT'S
ABOUT **THE VIBE**

Thoughtful lighting, comfy seating, the right playlist, and a few fun touches turn a simple BBQ into a night everyone remembers



LIGHTING
Set the mood

- String lights overhead instantly set the mood.

SEATING
Comfort is key

- Create zones so there's a place for everyone.

DECOR
Simple goes far

- Stick to 2-3 colors and bring in natural elements.

LAWN GAMES THAT ACTUALLY GET PLAYED

Fun, easy, and perfect for any crowd.

GIANT JENGA
A crowd favorite that brings everyone together.

SPIKEBALL
Fast-paced, competitive, and perfect for groups.

LADDER TOSS
Easy to learn and fun for all skill levels.

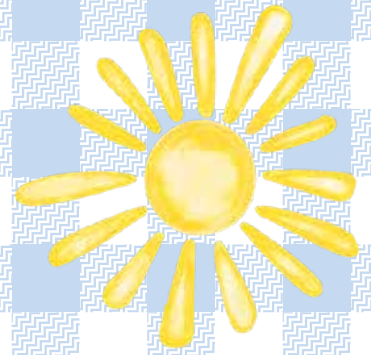
RING TOSS
Simple, casual, and a hit with all ages.

PLAYLIST IDEAS

- START**
Chill vibes as guests arrive.
- MID-PARTY**
Upbeat throwbacks and summer hits.
- LATE NIGHT**
Wind down with feel-good classics.

If people are singing, you nailed it. ♥

SUMMER bingo



Go to a playground	Outdoor Meditation	Picnic in the Park	Water Balloon Fight	Outdoor Movie Night
Visit a Farmers' Market	Go for a Hike	BBQ Party	Make Homemade Lemonade	Go Swimming
Campfire & S'mores	Garden Planting		Road Trip	Outdoor Concert
Bike Ride	Visit a Zoo or Aquarium	Stargazing	Play Outdoor Sports	Nature Walk
Read a Book Outside	Ice Cream Treat	Catch a Firefly	Canoeing or Kayaking	Horseback Riding

BARTHOLOMEW COUNTY

INDIANA

Settle Into the Sunshine This Summer

With the long days and golden evenings in full swing, there's no better time to find a home that perfectly fits your lifestyle. Get a clear look at what's shining in the Bartholomew County housing market while the season is at its peak!

MEDIAN SALES PRICE

\$280,448

+12.2%

DAYS ON MARKET

8

-48.4%

HOMES SOLD

76

-9.5%

LIST TO SALE \$

98.8%

+1.7%

NEW LISTINGS

115

-3.4%

MONTHS INVENTORY

2.2

+10.5%

SOLD PRICE/SQ FT

\$162

+7%

ACTIVE INVENTORY

166

0%

*DATA FROM THE MIBOR BROKER LISTING COOPERATIVE
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FROM April 2026, % is comparable to March 2026. SINGLE-FAMILY PROPERTIES

MARKET UPDATE


Crossroads
Association of REALTORS®

MARKET UPDATE

MEDIAN SALES PRICE

\$243,000

+23%

DAYS ON MARKET

29

-12.1%

HOMES SOLD

45

+7.1%

LIST TO SALE \$

96.7%

+2%

NEW LISTINGS

57

+1.8%

MONTHS INVENTORY

2

-13.3%

SOLD PRICE/SQ FT

\$153

+13.8%

ACTIVE INVENTORY

92

-7.1%



*DATA FROM THE MIBOR BROKER LISTING COOPERATIVE
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FROM April 2026, % is comparable to March 2026. SINGLE-FAMILY PROPERTIES

From Peak Growth to Peak Living

Now that the Indiana landscape is lush and vibrant, it's the ideal moment to see how homeownership can help you put down deeper roots. Explore the bright opportunities and connected community vibes the Jackson County market has to offer this Summer.

JACKSON COUNTY
INDIANA


Crossroads
Association of REALTORS

JENNINGS COUNTY INDIANA

MEDIAN SALES PRICE

\$185,000

-11.9%

DAYS ON MARKET

35

+75%

HOMES SOLD

19

+46.2%

LIST TO SALE \$

96.3%

-2.3%

NEW LISTINGS

24

+26.3%

MONTHS INVENTORY

2.4

-24.9%

SOLD PRICE/SQ FT

\$169

+4.3%

ACTIVE INVENTORY

45

+9.8%

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FROM April 2026, % is comparable to March 2026. SINGLE-FAMILY PROPERTIES

Shine in a Fresh Start

As the sun warms the horizon, it's the ultimate season to discover new possibilities for your next move. Feel secure and supported as you see what's heating up in the Jennings County housing market during these beautiful summer months!



Welcome Konner Stahl

Konner Stahl is a dedicated real estate professional and Columbus native known for his strong work ethic, loyal client relationships, and commitment to serving his community. With 6½ years of property maintenance experience, he brings valuable hands-on knowledge of home functionality, condition, and long-term value to every transaction. Konner is passionate about providing clear communication, honest guidance, and a smooth buying or selling experience for every client. Outside of real estate, he enjoys sports, the outdoors, and spending time with family. From buying to selling, from listing to closing, this Stahl never stalls.

812.900.3944

konnerrstahl@gmail.com

Welcome Travis Owens

With over six years in Columbus, Travis Owens is passionate about helping families find the perfect place to call home. Backed by a strong construction background, he brings valuable insight into home quality, craftsmanship, and long-term value. Travis is dedicated to providing honest guidance, local expertise, and a smooth real estate experience for every client. Outside of real estate, he enjoys spending time with his wife Tina, their family, pets, and two grandbabies.



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Greg Simo

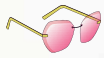
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AWNING	P	T	K	E	E	R	C	Y	S	U	N	S	E	T	POND
BARBECUE	T	O	B	R	N	M	C	E	A	A	K	D	N	O	POOL
BUY	R	E	O	U	I	A	A	M	L	M	S	H	A	D	PORCH
CANOPY	E	E	M	L	Y	P	F	O	P	N	E	D	R	A	RICK
CREEK	E	V	I	C	K	I	E	H	H	A	M	M	O	C	RUN
DECK	S	S	T	N	E	V	E	U	Y	P	O	N	A	C	SELL
EVENTS	O	K	L	A	W	O	A	N	C	L	L	E	S	A	SHADE
FAIR	B	G	N	I	N	W	A	R	U	E	R	I	R	F	SUN
FAN	E	T	I	P	E	R	I	F	B	S	B	D	E	A	SUNRISE
FIREPIT	Z	V	A	C	A	T	I	O	N	O	N	R	S	I	SUNSCREEN
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GARDNER	G	E	K	A	L	R	U	N	R	K	C	E	D	B	SUNSHINE
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HAMMOCK															TRIP
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LAKE															VICKI
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Vicki & Rick

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This summer
Buying & Selling
should be a
Breeze

I can take care of all your real estate needs.



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THINKING ABOUT

buying OR selling

THIS SUMMER?

Let's make your next move refreshingly
simple and perfectly sweet.



Natalie Adkins, REALTOR®
(812) 343-0587 | (812) 372-2200
natalieallen47201@yahoo.com


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Today's economy and housing market can add some extra stress to the homebuying process. With Centra's mortgage experts, you can worry less! Take advantage of options like our Zero Down Mortgage and get in your dream home sooner. **Contact one of our mortgage experts to get started.**



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BBQ Sausage and Pineapple

From the Collection of Bev Roberts



INGREDIENTS

- 2 lbs smoked sausage
- 1 can pineapple chunks in juice
- 1/3 c brown sugar
- 1/2 c BBQ sauce
- 1/3 c Apricot preserves

Directions

- Cut sausage in diagonal chunks and brown in a skillet.
- Add all ingredients to slow cooker and heat thoroughly.

Bev & Dave Roberts

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