



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



HEY GUY COULD YOU HAVE IMAGINED?!



NAME “THIS OLD HOUSE”...

This is picture from many years ago of a home in Miller. The first person to call the office 9am - 5pm Mon.-Fri. and give the correct address will win a \$50.00 gift certificate to their choice of Miller Pizza Station, Beach Café, 18th Street Brewery, D & K Gourmet Salads, Flamingo, or Tequila & Tacos.

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

... AND WIN \$50.00

To sign up to receive our newsletter electronically email us at info@millerbeach.com.
You can also view our newsletter online at www.MillerBeach.com



HOWARD WHERE ARE YOU NOW???

In the past Ayers Realtors newsletters (in the Realtors Viewpoint column) there has infrequently been a potpourri of real state news and information. It's time for another dose. Newspapers, magazines, television news and real estate blogs provide a wealth of possibilities. Sometimes there is a tie to our local market.



An article about people buying a "second" home when the buyers haven't bought their "first" yet was in the Chicago Tribune recently. This may be a newly increasing phenomenon, but it reminded me of an old story and an old friend, Howard Rush. Howard came to the area from Philadelphia to take a job as a school psychologist with Gary Community Schools in the late 1970's. He was "advised" not to find housing in Gary (I could go on and on about that kind of "advice") and he ended up renting in Crown Point. Soon, after meeting other young professionals and hanging out in Miller Beach, Howard found an apartment over a garage on Lake Shore Drive. He had great landlords (some readers will remember Morrie and Neva), access to an in-ground pool and the beach.

Howard took note of his friends buying homes and building equity. He decided to buy a "second" home to his wonderful rental situation, which he considered his "first home" but he didn't want to move. Howard met and married a "Miller girl" who died tragically at a young age. Needing a new start, he found a job in his field in the Southwest, gave up his idyllic apartment, sold his "second" home to the tenants and left with his equity in pocket.

Of course, second homes were traditionally for vacation get-a-ways and different today from the newer versions of get-a-ways which now often double as AirBnB profit centers for the owners. Redfin, a national real estate firm, released a study reporting second home sales are up by 42% from pre-pandemic levels. The study attributes this to remote work situations being on the rise and people wanting less crowded environments in the age of pandemics. Locally, because we are increasingly a vacation destination, the AirBnB buyers add to that uptick.

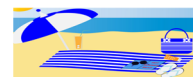
Another study points out that seasonal towns where vacation homes are located had higher price increases over non- seasonal towns. This applies to the Miller Beach market values where second homes near the beach outsell homes without as much vacation appeal. If short term rental is the goal of the purchaser even higher prices happen.

Another interesting statistic in the potpourri of facts is the numbers of true first home buyers have been falling as a percentage of total residential sales. In 2009 first time buyers made up 45% of the market. Today they are down to 27%. Rapidly increasing prices simply made it harder for young people to get that first home. These national statistics are true in our Miller Beach market as well.

***AYERS REALTORS IS PLANNING A CELEBRATION TO RECOGNIZE THOSE WHO HAVE BOUGHT AND SOLD PROPERTY OVER THE YEARS WITH OUR ASSISTANCE. HAVING BEEN IN BUSINESS 100 YEARS, OUR LIST OF CLIENTS IS LONG AND THE INFORMATION WE HAVE ISN'T ALWAYS UP TO DATE. IT WOULD BE A HUGE HELP TO US AND ENSURE THAT NO ONE IS MISSED. IF YOU WOULD PLEASE EMAIL YOUR MAILING ADDRESS TO INFO@MILLERBEACH.COM**

THANK YOU!

BEACH BITS



- **Water Safety Social Group** - 616 S. Lake St.:
Friday, May 6 - Kicking off the summer season at the Nelson Algren 616 Sound Stage with the Nick Danger Band. Come have some 1st Friday Fun and donate a little money and support our Lake Street businesses who will be staying open late for you. For more info - watersafetysocial@gmail.com
- **MCC Beach Public Safety & Shoreline Committees** -
Marshall Gardner Center - 540 S. Lake St.:
Thursday May 12 @ 6:30pm - These committees will meet with representatives from the Police, Fire, and Sheriff departments, public is welcome.
- **Miller School Shops & Spaces** - 665 S. Lake St.:
Saturday, May 14 - The art of magic of Macramé. There is a lot happening at the School! Seven new vendors since last month. Check out their Facebook page for details: <https://www.facebook.com/millerschoolshops/>
- **MCC Miller "LITTER" League** - Bayless Dune Clean Up
Saturday, May 14 - 9am lead by Tom Cera & Macella Gregory. Please volunteer.
- **Marquette Park Playground Committee** -
Marquette Park Kids Playground:
Wednesday, May 25 - Can the Marquette Park Playground Committee and the Audubon Society collaborate? Yes, they can when Audubon Society representative, Kim Ehn kicks off this year's story hour reading "Monty and Rose Nest at Montrose".
- **Friends of Marquette Park Committee** - Marquette Park Pavilion - 1 North Grand Blvd.:
Wednesday, June 8 - 6—8pm - Annual Meeting—Pavilion patio - \$15.00
- **The NW Indiana Human Society** - Miller American Legion - 6601 Hobart Rd.
Saturday, June 18 - a fundraising event being planned for this day, details to follow see their website; <http://humanesocietynorthwestindiana.org/>
- **Bethel Lutheran Church** - 411 N. Montgomery St.:
Saturday, July 16 9am—1pm - American Red Cross Blood Drive, lower level of the church. Ideal candidates - in good health and feeling well, must be at least 16 yrs. old, and weigh at least 110lbs. For more info: <https://bethelmiller.wordpress.com/home/news-and-events/bethel-newsletters/>

LIMITED DATA SHOWS PRICE INCREASE. REAL?

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 2022 first quarter statistics are now available in the area within the Indiana Dunes National Park, defined by the Lake on the North, County Line Road on the East, Ash Place on the South, and Gibson Street on the West. This Market Facts report will start with historical details of the units sold in the first quarter. As noted, many times over the years the first quarter reports a low number of statistical data points causing sometimes unreliable conclusions/results. This year in the first quarter there were 13 sales. Looking backward in 2021 there were 6 sales, in 2020 there were 17 units sold, 2018 had 21, 2017 had 10, and in 2016 just 9 units were reported sold. This year the first quarter had 15 sales. The average listing price in the first quarter was \$246,785. The average selling price was \$241,977. The average selling price in the first quarter has varied greatly from one year to the next but nothing like last year's statistic. This year's list and sales prices while dramatically lower than the 2021 first quarter begin to look great with the historical prospective of the following sales price numbers: 2021 - \$365,000, next 2020 - \$144,500, a little further back 2019 - \$145,797, then 2018 - \$105,741. As often noted- this first quarter statistical sample is so small, odd results are obtained. This was particularly true in 2021 with just 6 sales.

Let's look at some statistics with a much broader statistic sample. Indiana Association of Realtors provides both county and statewide statistics for members. The median sales price for a home in the first quarter was \$220,000, a 18.9% increase over 2021. The number of sales was 1382. With a sample of 3062 sales, Marion County (i.e. Indianapolis) had the same median sales price of \$220,000 - a 20.5% increase.

The bargaining statistic, that is the reduction from asking to selling price percentage, supports the price and inventory statistics. In the first quarter of 2020 the bargaining statistic was very high at 12.82% when customarily it ranges between 4% to 6%. In 2021 the bargaining percentage was 2.8%. For our market, year's bargaining percentage was just 1.6% comparing quite nicely with the statewide statistic of 1.3%

Thank you for your support as we celebrate our **100th** anniversary year.

It remains a FACT in our MARKET Ayers Realtors is the market leader in our area.

IS IT TRUE? THERE IS NOT ONE BUT TWO 100 YEAR ANNIVERSARY'S



April 30th

Be sure to participate in this year's MCC Annual Spring Cleanup on Saturday, April 30th. Report to Grand Boulevard and Miller Avenue (it's hard to call the location "Ralph's" now that the former grocery store building is no longer a landmark location) between 7am & 8am for litter bags and directions. It is a rewarding experience to see our community looking litter-less and hopefully the litter bugs amongst us will think twice before tossing garbage on the ground.

May 7th

The Miller Garden Club has a great solution for any Mother's Day dilemmas you may have. Sat, May 7th (10am - 3pm) is the MGC's annual plant sale at which you can buy a bush, a tree or shrub as well as perennials, annuals, veggie plants & hanging baskets for Mother's Day (starting at the Aquatorium at 9am if you are a member/10am otherwise). Shop till you drop and then have lunch at the Cheesy Food Truck and dessert from Marilyn's Bakery. And don't forget to mark your calendars for the 21st annual Secret Garden Walk; 10am -2pm, July 9th & 10th. The theme this year is "Green Thumbs Up" and tickets (\$15) will be available at Lake Street Gallery, Miller School House Shops and Ayers Realtors as well as at the Aquatorium on days of the walk.

May 9th

The MCC has invited our At Large Council Persons to speak at the 7 pm meeting on May, 9th. The meeting will be held on the lower level of the Marquette Park Methodist Church on Grand Boulevard (across from Wirt High School). It will be a great time to hear the candidates and ask a few questions.

May 15th

Sunday, May 15th (11am - 1pm) will be the season kick off of the Miller Beach Farmer's Market - located on the grounds of the Miller School Shop on Lake Street. Joseph Pete, Northwest, Indiana Times award winning journalist & reporter will discuss and autograph his new publication, "Secret Northwest Indiana: A Guide to The Weird, Wonderful, and Obscure". More info about vendors can be found at market@MillerBeachArts.org

May 25th

Temple Israil's annual "Penny Harvest" is a drive up event this year and being held at Arman's on Rt 20 on Friday, May 25th. Drop off a donation of more than \$18 worth of coins and a hot dog, fries and drink will be delivered to your car - compliments of Arman's and much appreciated by the Temple Sisterhood.

June 14th

Yet another 100th Anniversary is being celebrated in our community this year. The Gary Rotary Club is celebrating it's 100th year by doing what local service clubs do - projects to benefit the Gary community. Led by President, Jason Harris and Secretary, Jack Tonk, the club has raised over \$50,000 to completely re-furbish the Gary YMCA kids playground on 25th Avenue in Gary. Join them to reopen the playground on June 14th. In the meantime - the club could use volunteers to bolt play equipment together, rake the rubber surface, etc on work days. Contact Jack Tonk at jtonk@sbcglobal.net for times. Maybe even try out some of the new playground equipment and feel like a kid again.

WHOLLY GUACAMOLE!

100 YEARS!

Home on the Range



There is a lot of talk these days at Ayers Realtors, at home at breakfast, in the car on the way to see a movie or on the way home after seeing a movie and it's all about the upcoming Ayers Realtors 100th Anniversary. After lengthy chats about how to celebrate a pretty remarkable accomplishment it didn't take long to figure out what really needs to be celebrated is not so much the livelihoods the business has provided over the years for Gene's Great Uncle who founded the business, or Bruce Ayers, Gene's father or Gene and the other Realtors and staff who have worked for Ayers Realtors over the years. There wouldn't even be a celebration without all the buyers and sellers who bought and sold homes and property through the company and often recommended Ayers Realty to others. The key to Ayers Realty longevity boils down to the people who live here and have made Miller Beach work and grow and be desirable to others considering living in our community....that along with a shout out to Lake Michigan, Mother Nature and her dunes, flora and fauna.

Miller Beach is today what it was when Gene and I were growing up here. It is a melting pot of interesting and diverse people always striving to make Miller Beach a better place. Thanks to the staggering amount of volunteer groups who provide hours and hours of community service to keep our community clean, inviting and cared for as well as MCC, MBBA, along with volunteers that provide us with a farmers market, an art center, teach us about water safety, maintain our fabulous, historical Aquatorium and repair the bridges on our lagoon. Then there is the Miller Garden Club that maintains more than a dozen community gardens, offers gardening advice at their meetings as well as sponsors three annual garden related events, the profits from which are plowed back into the community. These individuals and community groups and the volunteer work they lend to our community help make Miller Beach what it is today. As the 100th year of being in business in the Miller Beach section of Gary, Indiana in the same building on Lake Street built by founder, N.Guy Ayers in 1926, Ayers Realtors is proud to be here and says "Hats Off" to all who make Miller Beach the place we know and love.

Since Cinco de Mayo is just around the corner it seems only reasonable to share recipes for Bloody Marys and Salsamole. Make a batch of both, buy some chips and have a toast to a muy bueno summer in Miller Beach.

Bloody Mary Mix

Use a 64 oz container, add and mix the following ingredients, pour over ice and hang on to your sombreros.

1 46oz can V-8 juice
6 oz lemon juice
2 TBS Worcestershire sauce
2 generous dashes Tabasco sauce
1/2 tsp celery salt
6 oz vodka - more or less
celery for garnish

Mix, pour over ice, garnish and have a Happy Cinco de Mayo!

Salsamole

2 large tomatoes, seeded & finely diced
1 red pepper, diced
1 yellow pepper, diced
1 C shredded carrots
1 c corn (frozen is good)
Salt & pepper to taste
1 C finely chopped fresh cilantro
1 jalapeno seeded & finely chopped
3-4 TBS fresh lemon juice
1 - 16 oz can black beans, drained & rinsed
1 medium avocado, peeled, pitted & diced

1. Combine all the ingredients (except the avocado) in a medium bowl.
Cover & refrigerate until ready to serve
2. Spoon into a serving bowl. Just before serving gently stir in the avocado, taste for seasoning and let the celebration begin!

MILLER



1074 N. Vermillion

\$375,000



1 BLOCK TO LAKE MICHIGAN BEACH!

This Cape Cod has lots of charm with hardwood floors, fireplace, built-ins and more. Main floor has 2 bedrooms, full bath, living-room, dining room and kitchen with access to rear fenced yard and deck. Upstairs is a large open space with attached bath - makes a great master suite or multi purpose/bunk room. The finished basement has a rec room, storage and laundry. Located in Miller Beach on the southern shores of Lake Michigan. Close to restaurants, shops and South Shore line. Perfect for year-round living or a beach getaway.



**6408 E. 3rd Ave.
\$159,900**



www.MillerBeach.com
219-938-1188

Beautifully updated, all brick ranch, new kitchen with solid surface countertops, 3 bedrooms, 1 bath, full basement with family room, possible 4th bedroom and rough in for 2nd bath.



"Small Company, BIG RESULTS!"

219-938-1188

646 S. Lake St, Miller, IN



The Ayers Realtors' Team
Gene Ayers, GRI, CRS
Nancy Del Prado, GRI, CRS
Beth Buckley, Assoc. Broker
Judy Ayers, Renita Reyna



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

Large duneland parcel one block
from Lake Michigan



1054-1076 N Wells St
\$235,000

Fully developed building site



1063 Wells St.
\$65,000



SOLD! 1101 N. St. Joseph St.



PENDING! MID-CENTURY MODERN
HOOSIER HOME
7825 Indian Boundary
\$175,000



Charming Bungalow
1718 Roosevelt Pl.
\$99,000



COMPLETELY REMODELED!
2164 Baker St.
\$120,000