NOVEMBER 2026

LIVING LOCAL

with Heather Sanders



MARKET UPDATE
NOVEMBER OUTINGS
LOCAL HAPPENINGS
WINTER HOME PREP

HEATHER
Sells Indiana
AT THE
CAVENDER TEAM



Kosciusko County REAL ESTATE MARKET UPDATE

- September 2026 numbers for Kosciusko County, from the Indiana Association of REALTORS.
- Fewer homes usually come on the market as the holidays get close, so the ones that do list face less competition.

HOMES SOLD	DAYS ON MARKET	ACTIVE LISTINGS
81	40	302

MEDIAN SALE PRICE	MONTHS OF INVENTORY	TYPE OF MARKET
$280,000	3.9	Shifting toward balanced

WHAT IT MEANS FOR SELLERS

Understanding current inventory levels, buyer demand, and pricing trends helps sellers position their home correctly from the start, which often means fewer days on market and stronger offers. When sellers align their timing and strategy with local market conditions, they create momentum instead of reacting to it.

WHAT IT MEANS FOR BUYERS

The market shapes how competitive and strategic buyers should be. Factors like inventory, pricing trends, and buyer demand directly affect negotiating power, loan options, and timing. When buyers understand what is happening locally, not just nationally, they can move with confidence, avoid overpaying, and make smarter decisions that fit both their budget and long-term goals.

WHAT IT MEANS FOR OUR LOCAL MARKET

In September, 81 homes sold in Kosciusko County, about 21% fewer than a year ago. The median sale price was $280,000, down 10% from last September, and the median home sold in 40 days. We now have 3.9 months of inventory, up from last year, so buyers have more choices and a little more room to negotiate. One month can swing, and this is not a crash. It's a market moving toward balance, where pricing right from day one matters more than it did a year ago.

Scan to receive a market update!

Scan the QR code above to view my latest market update video and to truly understand what these real estate market stats mean for you!

Northern Indiana NOVEMBER OUTINGS

November is a great month to get out and explore a little beyond home. From the first holiday lights in Shipshewana to the Night of Lights in Fort Wayne the night before Thanksgiving, there's something going on almost every weekend across Northern Indiana.

Here are my top picks this month. Each one makes an easy day trip from Warsaw. Dates and times can change, so check with each one before you go.

EARLY NOVEMBER

LIGHTING OF SHIPSHEWANA
NOV 6-7, SHIPSHEWANA

NOTRE DAME FOOTBALL
NOV 7, 14 & 21, NOTRE DAME

KOMETS 75TH WEEKEND
NOV 14-15, FORT WAYNE

THANKSGIVING WEEK

NIGHT OF LIGHTS
NOV 25, FORT WAYNE

FESTIVAL OF TREES
NOV 25-DEC 2, FORT WAYNE

POKAGON TOBOGGAN RUN
OPENS NOV 27, ANGOLA

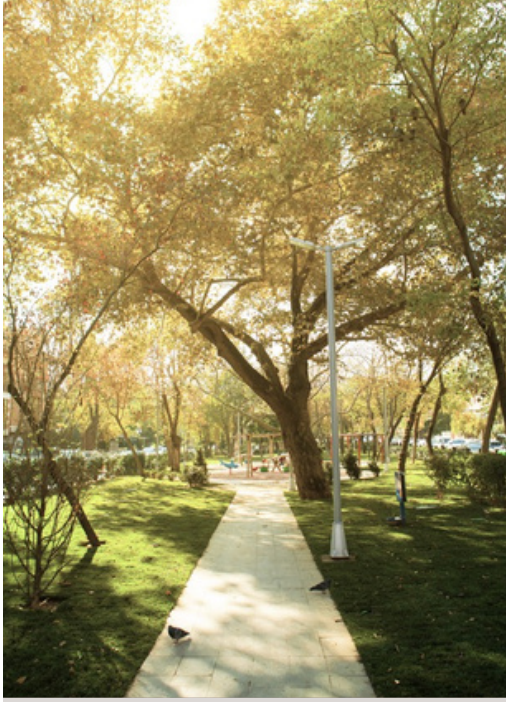
A LITTLE ABOUT ME...



Heather Sanders

Heather Sanders is a top-producing Northern Indiana Realtor who sold 54 homes in 2025. She helps buyers win and sellers maximize value with expert negotiation, strategic marketing, and a smooth, stress-free experience from start to finish.

FUN FACT: I've moved over 10 times—so smooth moves are my specialty.



local HAPPENINGS

NOVEMBER 2026

01 VETERANS 5K
NOV 7TH 9AM
WINONA LAKE

02 PANCAKE BREAKFAST
NOV 7TH 8AM
WARSAW HS BAND

03 HEAVENLY HARMONIES
NOV 14TH 7PM
WAGON WHEEL

04 HERPETOLOGY LECTURE
NOV 17TH 6PM
LILLY CENTER

05 EUCHRE NIGHT
NOV 20TH 6PM
N. WEBSTER LIBRARY

06 CHRISTMAS KICKOFF
DEC 4TH 5-8PM
DOWNTOWN WARSAW

07 ANNIE THE MUSICAL
OPENS DEC 4TH
WAGON WHEEL





TIP OF THE MONTH

Thinking about selling in the spring? Winter is the time to get ready. Declutter one room at a time, fix the small things, and gather receipts for any updates you've made.

I'm happy to walk through your home now and give you a short list of what's worth doing, with no pressure to list.

CALL OR TEXT 574-622-8334

Fall Season
HOME MAINTENANCE TIPS

- **CLEAN GUTTERS AND DOWNSPOUTS**
  Clear them after the leaves fall so melting snow drains away.
- **SHUT OFF OUTDOOR FAUCETS**
  Unhook hoses and drain the lines before the first hard freeze.
- **SERVICE THE FURNACE**
  A fall tune-up and a fresh filter help it run safely all winter.
- **CHECK WINDOWS AND DOORS**
  New caulk or weather stripping keeps drafts out and heating bills down.
- **TEST SMOKE & CO DETECTORS**
  Press test, swap batteries, and check the dates on each one.
- **CHECK THE CHIMNEY**
  Get it cleaned and inspected before the first fire of the season.
- **TEST THE SUMP PUMP**
  Pour in a bucket of water and make sure it kicks on and drains.
- **LAKE HOMES: PLAN THE PIER**
  Book pier and lift removal early, before the installers' calendars fill up.

Grow Herbs INDOORS THIS WINTER

Growing a few herbs indoors is an easy way to keep something green in the house through a Northern Indiana winter, and to have fresh flavor on hand for soups and roasts. Basil, parsley, chives, mint and thyme all do well on a sunny windowsill.

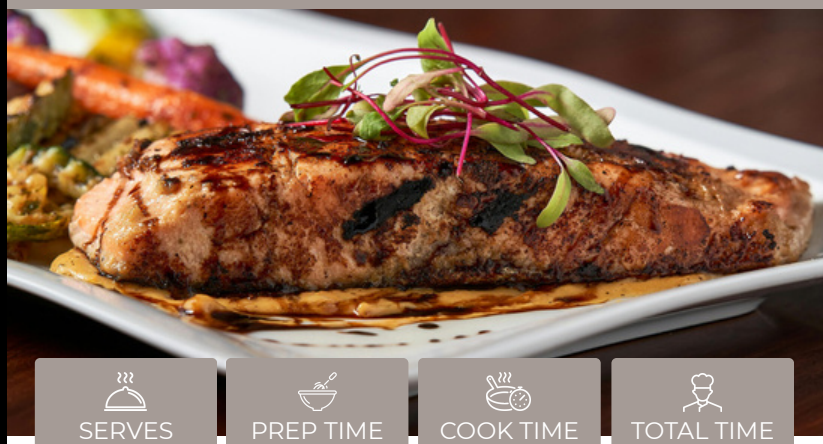
Start with small pots that have drainage holes and a light potting mix. You can plant seeds, buy small starter plants, or dig up a few herbs from the garden before the first hard freeze and bring them inside. Label each pot, since young herbs can look alike at first.

Give them the sunniest window you have and turn the pots every few days so they grow evenly. Water when the top of the soil feels dry, and keep them away from cold drafts and heating vents. If your windows don't get much winter sun, a small grow light makes a big difference.

Snip a little at a time from the top, which keeps the plants full and bushy. With a bit of light and care, you'll have fresh herbs all winter and a head start on your garden come spring.



MAPLE DIJON SALMON
and Fall Vegetables



SERVES	PREP TIME	COOK TIME	TOTAL TIME
4	15 MIN	30 MIN	45 MIN

INGREDIENTS:

- 4 SALMON FILLETS
- 2 TABLESPOONS OLIVE OIL
- 2 TABLESPOONS PURE MAPLE SYRUP
- 1 TABLESPOON DIJON MUSTARD
- 1 TEASPOON GARLIC POWDER
- SALT AND PEPPER TO TASTE
- 1 LB BABY POTATOES, HALVED
- 2 CUPS BUTTERNUT SQUASH, CUBED
- 1 CUP BRUSSELS SPROUTS, HALVED

DIRECTIONS:

1. Preheat oven to 400°F and line a sheet pan with parchment paper.
2. Toss potatoes and squash with 1 tablespoon olive oil, salt, and pepper. Roast for 15 minutes.
3. While they cook, whisk together maple syrup, mustard, garlic powder, and remaining olive oil.
4. Remove pan from oven, push vegetables to the sides, and add salmon and Brussels sprouts.
5. Brush salmon generously with the maple Dijon sauce and drizzle the rest over the vegetables.
6. Roast 12 to 15 more minutes, until the salmon flakes easily.
7. Serve warm.

OPTIONAL SWAPS:

- Use chicken thighs instead of salmon
- Try sweet potatoes instead of squash
- Top with chopped pecans

This Months FEATURED BUSINESS

Bill's Heating handles furnace and air conditioning installs, repairs and tune-ups, with offices in Warsaw, Goshen and LaGrange. They're who I call for my own clients, and November is a great time to book a furnace check before the cold settles in.

BOOK YOUR FURNACE CHECK

Recommended by HEATHER SANDERS



MY GO-TO FOR HEATING & COOLING

Bill's Heating, Inc.

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Warsaw, IN 46580

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