



The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 4 Issue 1

April 2007



President's Message- Duanne Swift

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**The next regularly sched-
uled Board of
Directors Meeting
NWAR Wed April
25, 2007 at the
board offices.**

NWAR: 8:30

**GNMLS Thursday April
26th, 2007**

GNMLS: 10:00am

Members are always Wel-
come! **If you would like a
copy of the minutes please
email your request to:
nwardawn@verizon.net**

It's How You Use It.

Just like an uncomfortable pair of under-
derwear, taxes have a way of creeping
up, this despite all the promises of "no
new taxes," spewed forth by cam-
paigning politicians. Such is the latest
proposed increase in the transfer tax
by those in charge in Madison.

This type of tax increase is subtle and
seems on the surface to be pretty in-
nocuous. Three hundred dollars more
on the purchase of the average six-
figure home doesn't seem like much
and that's what those who levy taxes
are counting on, that we just won't
see it as a significant issue. Don't let
that happen.

I'm not a big anti tax person. I believe
we have a responsibility to supply
services to those less fortunate, main-
tain roads and other infrastructure and
generally supply the goods and ser-
vices to WI residents that make no
sense to be provided by the private
sector. So if you want to increase
taxes simply let me know what you
will do with the money. I might be
happy to supply additional funds but I
want to know what I'm buying.

In the case of the doubling of the transfer
tax I have no idea what the money will be
used for in state government aside from bal-
ancing the budget. A never-ending task ap-
parently.

A few years ago while living in Green Bay
there was proposed an increase in the sales
tax to pay for expansion of Lambeau Field.
There were lots of opponents to this one half
percent increase in the sales tax. The meas-
ure barely passed referendum (53% to
47%). At least on return trips to the city I
can look at what was bought with my
money and feel pretty good about it.

Doubling the transfer tax from \$300 to \$600
seems sort of minor and supporters will ar-
gue that it hasn't been increased since the
60's. My response is "so what.?" Tell me
how someone is going to benefit from this
increase. Otherwise, Wisconsin home buy-
ers and sellers can find another use for the
\$300. Oh, and by the way a tax that hasn't
been increased in nearly 50 years probably
wasn't all that necessary to start with.

Duanne Swift-- NWAR President
Butternut Creek

TIP OF THE MONTH

For information on frameable linking
please visit the board web site at:

www.northwoodsrealtors.org

If you are having issues with IDX please
remember to contact your web site pro-
vider first.



The Northwoods REALTOR®

A publication of the Northwoods Association of REALTORS®

Officers of the Association

Duane Swift, President – 358-9490
Cheryl Kelsey Pres-Elect -356-9897
Aprelle Rawski Sec/treas– 482-0521
Sandy Ebben, Past President - 365-3000

Directors

Nancy Kuczumski– 365-3000
Anita Wilde- 356-9897
Theresa Williams-356-2388
Adam Redman –356-3207
Jim Klaric-356-4457
Rick Zoerb– 365-3000

Ex- Officios

Mike Mulleady, 356-4457
Joan Seramur, 356-9521

MEMBERSHIP UPDATE-

First Notice of

Orientation-

Tiffany Fourt– C21 Pine Point
Completed
Mindy Ferg– Vacationland-Mercer
Completed
Bill Kasch- Bilmar Properties-
Mukwonago-Completed

Second Notice of Orientation

Orientation is a National Association and local requirement of membership and contains the requisite NWAR® ethics and fair housing training. New members are given two consecutive opportunities to attend. Failure to attend will result in a reassessment of association dues and fees.

First Notice of Installation

Sharon Goetsch-Gregory Realty
Tiffany Fourt– C21 Pine Point
Mindy Ferg– Vacationland-Bill Kasch-
Bilmar Properties-
Steve Peters– Peters Real Estate
Janelle Pagels– C21 WTW-

Second Notice of Installation

Mary Stancer– Fast Action Realty
Brian Stancer– Fast Action Realty
Melissa Coda– Gregory Realty
Linda McGuire– Signature Realty

Installation is the final step to becoming a REALTOR®. Applicants have two consecutive opportunities to attend a GMM and complete installation. Failure to attend will result in a reassessment of association dues and fees with the continued requirement to be installed. The next scheduled installation is May 21st, 2006 at the General Membership Meeting at the White Tail Inn commencing at 4:30pm

eProperties North of Tomahawk is now RE/MAX Properties North

The Northwoods REALTOR® is a monthly publication intended to inform members of events and REALTOR® requirements, educate members as to important issues, and provide a forum for communication.

If you would like to submit an article or purchase advertising to be published in the newsletter please contact us at nwardawn@verizon.net or at 715-356-3400.

Editorial Staff

Membership Transfers

NAME	FROM	TO
Amy Peterson	Schmidt Haus– MW	C21 Pierce Realty– MW
Radley Watkins	C21 Woods to Water– MQA	Released
Cori Engleman	C21 Pine Point– RHI	Released
Josh Sadlon	C21 Woods to Water– MQA	Wilderness Realty– Sugar Camp
Richard Huegli	Coldwell Banker Lasrson– Phillips	Released
Kristina Grosbier	RE/MAX Invest– RHI	Released
Christine Kimball	Schmidt Hasu– MW	Released



Time is running out to make your RPAC contribution for this fiscal year!

Welcome Four new NWAR® Offices–

Peters Real Estate (Minocqua)* & Bilmar Properties (Mukwonago)* Mid-Wisconsin Bank (affiliate– Minocqua) Vilas Title (affiliate– Eagle River)

*Denotes also joined the GNMLS

New MLS Office– Marzion Homes & Realty (Eagle)



May 21st Golf Outing, NWAR & GNMLS Elections & RPAC Auction

Election polls opens at Noon

Golfing– Shotgun Start at 12:30pm

Polls close- 5:45pm

Dinner –6:00pm

Installation of new members & Election results– 6:30pm

Auction starts at 6:45pm



REGISTRATION FORM

GOLF TEAMS: Please list the team members you will be golfing with (if no preference leave blank:_____

DINNER ONLY PLEASE CHECK HERE

Name _____ **Number attending** _____

Amount Enclosed: \$ _____

Bill to my credit card Visa or Mastercard: \$22.00 per person Dinner Only (If paying by cash or check– discounted price \$20 per person Dinner only)

\$88.00 per person Dinner & Golf (If paying by cash or check– discounted price \$80.00 per person Dinner & Golf)

Number _____

Name on Card _____

Security Code (3 digits on back of Card) _____



GAD REPORT- Kevin Jenkins



Get Politically Active!

There is still time to sign up for WRA's annual REALTOR® & Government Day! This day is a unique opportunity for REALTORS® to connect directly with State Legislators & help to shape laws that directly affect the real estate industry.

R&G Day is held on Wednesday, April 18th at the Monona Terrace Convention Center in Madison. The day begins at noon and concludes at 6PM with an evening reception, affecting REALTORS®,



The "word on the street" is that it's not *business as usual* with the Professional Standards Committee. Well, the REALTOR rumor mill has it right for a change. There have been some major changes in the structure and attitude of the committee that enforces our Code of

attendees will hear updates on key issues participate in office visits with their local legislators, and also hear from a keynote speaker (yet to be determined).

What are some of the key issues facing REALTORS® this year?

- REAL ESTATE TRANSFER TAX
- PIER LEGISLATION
- HEALTH INSURANCE FOR INDEPENDENT CONTRACTORS
- REDUCTION OF PROPERTY TAXES ELIMINATION OF THE DEFECIT WITHOUT REAL ESTATE RELATED TAX INCREASES

The NWAR® Board of Directors has again voted to reimburse any NWAR® member for the cost of registration for R&G Day. Expenses above and beyond the cost of registration are the responsibility of the individual member.

To register, stop by the board offices to pick up a form, go online & visit www.wra.org or call WRA directly at (608)241-2047.

Assessment season nears

Have you ever sold a property, and several months later have the homeowner come back to you upset because of an assessment notice that differs significantly from the purchase price? This situation happened to one of our members recently, and I sought to make an attempt to remedy the situation so it does not occur again.

I have developed a 2 page document that outlines the assessment process, along with procedures for contesting an unfair assessment. This document which can be provided to a homeowner at the time of closing will hopefully help to alleviate some of the potential problems that a new homeowner may face. Please look for this piece in your e-mail in the upcoming days.

ETHICS- Robert Sandlin, Jr. - PS Chair

Ethics. For one thing it is no longer a 'one man show.'

With the unanimous approval of the Board of Directors, an eight member *Steering Committee* has been set in place that will advise the Board on policies and procedures pertaining to Professional Standards. For starters the Committee recommended (and the Directors approved) a timetable for the handling of complaints. If it works as well in practice as it looks on paper the time from complaint to hearing will be reduced from the present six months to two

months. Other changes included the appointment of three *Hearing Chairs* who will receive special training on conducting arbitration and ethics hearings; the appointment of a *Public Liaison* who will assist both the general public and REALTORS in the filing of complaints; the appointment of four certified *Mediators* who will provide free mediation for all members who choose that course of action over arbitration.

The result is going to be a better trained, more responsive and much more professional approach to Ethical Practice than our Association has seen in the past. A monthly newsletter is in the works as I write this column. The newsletter will explain in more detail the upgrades that have been put in place. Suffice it to say we are finally putting some teeth into the enforcement of the high standards that we, as REALTORS, hold ourselves to.



At The Board Offices– Dawn Kennedy /AE

Thank you to everyone who attended the March Affiliate Night General Membership Meeting (GMM). This event was a great opportunity for networking and exposure for our affiliate members. Due to the generous sponsorships we were able to provide a fantastic meal, appetizers, wine and dessert for \$10 per member. It is the hope of the Affiliate Committee that this event grows each year. A HUGE THANK YOU to the Affiliate Committee and its Chair Deb Duncan of M&I Bank– Minocqua for the

success of the event. The sponsors who participated were: Cornerstone Custom Builders, First National Bank of Eagle River, First Preferred Mortgage, M&I Bank, Mid Wisconsin Bank, Oneida Title & Abstract and Shoreline Title Services.

The board office staff is gearing up for the May elections. NWAR election notices were mailed last week and GNMLS Participant Election notices will be mailed out on Monday, April 9th. Included in your mailer was a request for RPAC auction donations. The RPAC Committee, Chaired by Adam Redman, is hard at work securing donations. Don't be afraid to think outside the box and do remember that while all donations are appreciated the items should have some resale value.

In addition to the auction, this event features a golf outing. This year we have sold out on the available holes for sponsorship including a special challenge hole worth \$10,000 sponsored by First National Bank of Eagle River!

As many have noticed, the GNMLS annual upgrades as provided for in the RealtyServer contract have been implemented. The MLS Board encourages everyone to attend one of the PCS Pro educational seminars this month. The MLS R&D committee is meeting in April to brainstorm regarding leveraging current technologies even further. Any input from Participants and Subscribers is encouraged. Please email me your ideas at nwardawn@verizon.net



Calendar of Events

April 2007

S	M	T	W	T	F	S
1	2	3	4 NWAR & MLS Orientation	5	6 Board offices Closed at Noon	7
8	9	10	**11 Joint Fin Cmte	12 MLRSR&D 9:00 am	13	14
15	16 NWAR Scholarship App Due	17	18 Realtor & Govt Day	19	20	21
22	23	24	25	26	27	28
29	30	**JF	Nicolet College	12-5pm		



Mar 2007 Oneida County Sales- All Offices

Average Sale Price: \$151,292

Average Days On Market: 173

Total Cash Value (Residential): \$8,488,927

Total Cash Value (Commercial): \$1,042,500

Total Cash Value (Overall): \$9,531,427

Units Sold 63

Mar 2007 Vilas County Sales- All Offices

Average Sale Price: \$232,922

Average Days On Market: 267

Total Cash Value (Residential): \$8,686,100

Total Cash Value (Commercial): \$164,950

Total Cash Value (Overall): \$8,851,050

Units Sold 38

Mar 2007 Price County Sales- All Offices

Average Sale Price: \$90,802

Average Days On Market: 224

Total Cash Value (Residential): \$1,877,452

Total Cash Value (Commercial): \$29,400

Total Cash Value (Overall): \$1,906,852

Units Sold 21

Mar 2007 Forest County Sales- All Offices

Average Sale Price: \$102,083

Average Days On Market: 358

Total Cash Value (Residential): \$612,500

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$612,500

Units Sold 6

Mar 2007 Lincoln County Sales- All Offices

Average Sale Price: \$177,919

Average Days On Market: 287

Total Cash Value (Residential): \$1,937,750

Total Cash Value (Commercial): \$375,200

Total Cash Value (Overall): \$2,312,950

Units Sold 13

Mar 2007 Iron County Sales- All Offices

Average Sale Price: \$120,909

Average Days On Market: 263

Total Cash Value (Residential): \$1,170,000

Total Cash Value (Commercial): \$160,000

Total Cash Value (Overall): \$1,330,000

Units Sold 11

March 2007 Langlade County Sales- All Offices

Average Sale Price: \$71,717

Average Days On Market: 201

Total Cash Value (Residential): \$1,933,075

Total Cash Value (Commercial): \$75,000

Total Cash Value (Overall): \$2,008,075

UNITS SOLD 28

2007

All Sales- All Counties- All Offices

2006

Average Sale Price: \$144,083

Average Days On Market: 228

Total Cash Value (Residential): \$27,685,954

Total Cash Value (Commercial): \$1,995,050

Total Cash Value (Overall): \$29,681,004

Average Sale Price: \$144,631

Average Days On Market: 527

Total Cash Value (Residential): \$32,444,600

Total Cash Value (Commercial): \$3,568,500

Total Cash Value (Overall): \$36,013,100

Units Sold 206

Units Sold 249



MLS NEWS



GNMLS President's Message- Jim Gabrielsen

We have lots of news to report this month. At the March Director's meeting, based on the recommendation of the lockbox committee, the Board voted to suspend our inquiry into a Board operated electronic lockbox system. Since a minimum participation rate of at least 50% is required to make the voluntary program a success, it does not appear viable based on current interest levels. Our thanks to Lisa Racyzinski, her committee and the Board staff for their balanced approach in assessing our participants wishes. It seems many offices are satisfied using mechanical lockboxes.

Our technology is advancing! Realty Server is releasing several program enhancements, some we have requested, and some they developed independently. For example, you may have recently discovered a new mapping feature with an editable map location, and the ability to list an open house on the hot sheets. Tax records for Oneida, Vilas, Lincoln, and Langlade Counties have been digitized and sent to Realty Server for integration into our system.

Two other major programs were approved for release last month: (1) frameable linking, and (2) an enhanced private client service (PCS) program called PCS-Pro.

Frameable linking allow you to link from your website to the MLS data base - for free. It's a great service which allows your website visitors access to MLS listings without the expense of each office developing and maintaining an IDX data feed. This feature alone can more than save you the cost of your MLS dues! Instructions are available on the home page of our website.

The PCS-Pro program has some nifty features, but upgrades are for a fee. We recommend you avail yourself of one of the educational sessions to determine if this is something you can use. If you are an individual agent wanting to have your own website, this is a great program worth considering.

Our Research and Development Committee meets regularly in an effort to continually improve the tools that you and I work with every day. We look to people like you to help us come up with good ideas. If you have a suggestion that may benefit our membership, please email it to our AE, Dawn Kennedy at nwardawn@verizon.net

Happy Easter!



2006-2007

GNMLS Officers &

Directors OFFICERS

President- Jim Gabrielsen-
Birchland Realty-339-2181

President- Elect- Kathy
Dolch- C2I Pine Point-
365-6000

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356-0047

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amur- First Weber-
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CBMulleady 479-1774

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Lake Country Realty-
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Erik Johnson- RE/MAX
First- MQA-356-3207

Carolyn Cwik- ePropert-
ies North- 453-1188

Helen Wanca- Advantage
Realty- 627-7272



NWAR® Minutes approved and placed on record, by the NWAR® Board of Directors– March 22, 2007

Northwoods Association of REALTORS® Board Meeting Feb 22, 2007
Board Offices Woodruff WI- 8:30 am

Called to Order: NWAR President Duanne Swift calls meeting to order 8:32 am

NWAR Board Members:

Present: Duanne Swift, Cheryl Kelsey, Aprelle Rawski, Sandy Ebben, Anita Wilde, Theresa Williams, & Jim Klaric,

Absent: Mike Mulleady, Nancy Kuczumarski, Joan Seramur. Adam Redman & Rick Zoerb,

Proceedings:

M/S/C (Klaric/Ebben) to approve and place on record the consent agenda

Finance Committee Report (Rawski):

M/S/C (Ebben/Kelsey) To approve and place on record December & January Treasurer's report.

Professional Standards Committee Report (Sandlin):

M/S/C (Wilde/Ebben) to increase PS budget to allow Lenny Ciskowski to attend the NAR mediation training with Chair Bob Sandlin, with all of Ciskowski's expenses to be paid.

New Business:

M/S/C (Klaric/Rawski) to develop a formal lease to confirm the existing sublet agreement with inclusion of the new training space (\$150 monthly) with the GNMLS Corporation.

M/S/C (Klaric Ebben) to renew contract with the WLAR at the current rate- Opposed: Wilde

M/S/C (Williams/Kelsey) to enter executive session to review arbitration decision

M/S/C (Klaric/Williams) to exit executive session

Old Business:

None

M/S/C (Williams/Klaric) to adjourn meeting at 9:41am

Minutes submitted by Secretary Aprelle Rawski-prepared by D. Kennedy

**PLEASE NOTE THAT THE EMAIL ADDRESS FOR DAWN HAS
CHANGED: nwardawn@verizon.net**