

# Volume 8 Issue 1

Northwoods Association  
of REALTORS®, Inc.

Volume 8 Issue 1

August 2007



## President's Message- Duanne Swift

On almost everyone's list of concerns these days is this country's healthcare system. In reality the system isn't such a problem as is the cost of the system. It's pretty clear an employer based system such as we have had in the US for many years is clearly at risk if not already irrelevant.

So what will replace this system that most all citizens believe is irrevocably broken? The Wisconsin Legislature (at least the Dems) think they may have a solution in Healthy Wisconsin, sort of a state run version of Medicare, that comes with a price tag that exceeds the state's entire budget for all operations. The estimated \$15 billion cost seems out of reach for a small state like us and one thing is certain, it will only go up from there.

Yet something has to be done with a system that is clearly non-functional for many. The struggle is over what exactly is the best way to attack the problem and no one really has a definitive solution. There are ways to save money and they might come at the cost of the

individual choices we have long enjoyed. There are ways to improve access but adding more people to the pool of insureds will almost certainly drive up the cost.

The problem is no one wants to go to the Kmart of health care providers when they are sick. Everyone wants the best care available and they want it right now. The decisions are wrapped in emotion not economics. Throw out everything you learned in economics 101 about the supply and demand system. It doesn't work when applied to health care in this country. Think about it this way; how likely are you, when experiencing chest pains, to make several calls to providers to find the best price? Not very likely, and therein lays the problem. But do I think government can fix health care, again, not very likely.

Duanne Swift- NWAR President  
Butternut Creek, LLC

## TIP OF THE MONTH

By July 2007 vote of the GNMLS Board all condominiums will be identified as condominiums in the property type. Condos listed as single family will be changed to Condominiums. PLEASE ensure that you choose Condo in the title type and make sure you identify condo management and condo documents where appropriate.

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The next regularly scheduled Board of Directors Meeting Thursday **September 20, 2007** at the board offices.

**NWAR: 8:30**

**GNMLS: 10:00am**

Members are always Welcome!  
**If you would like a copy of the minutes or Agenda please email your request to: [nwardawn@verizon.net](mailto:nwardawn@verizon.net)**

PARTICIPANTS may also request copies of the GNMLS minutes and Agenda by contacting: [nwardawn@verizon.net](mailto:nwardawn@verizon.net)



# Volume 8 Issue 1

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

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](mailto:nwardawn@verizon.net) or at 715-356-3400.

### Editorial Staff



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

## MEMBERSHIP UPDATE-

### First Notice of Orientation

Rochelle Koester– 1st Weber Rhinelander  
Diane Goerig– Coldwell Banker Larson-Hurley-**Completed**  
Gayle Colassaco– Coldwell Banker Larson -Hurley– **Completed**  
Tammy Erickson– Coldwell Banker Larson– Hurley– **Completed**  
Ed Higgins– First Weber– ER

### **Completed**

Jessica Bloecher– First Weber-ER

### **Completed**

Brad Lila– Creel Land-Conover-

### **Completed**

### Second Notice of Orientation

Joe Reid– C21 Burkett Sugar Camp

**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

Diane Goerig– Coldwell Banker LarsonHurley  
Jessica Bloecher– First Weber-ER  
Brad Lila– Creel Land-Conover  
Gayle Colassaco– Coldwell Banker Larson -Hurley  
Tammy Erickson– Coldwell Banker Larson– Hurley  
Ed Higgins– First Weber– ER  
Tina Bock– Schmidt Haus Realty– MW  
Scott Hempel-Eliason Realty– St. Germain  
Tom Krolcyk– RE/MAX First MQA  
Heather Wittman– Coldwell Banker Larson– Mercer  
Dave Warnacut– Coldwell Banker Bartels– Lakewood  
Bob McCormick– C21 Hilgart-Phillips  
Diane McMullen– Vacationland Properties

Lauren Kleifgen– Coldwell Banker Mulleady– MQA  
Gary Eder– Coldwell Banker  
Larson-Park Falls  
Becky Prigge– Jim Tait Real Estate Boulder Junction

**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 September 27th 2007, at the General Membership Meeting at the White Tail Inn commencing at 4:30pm.**

## Membership Transfers

NAME	FROM	TO
Robin Eckert	Schmidt Haus-Realty– MW	Released
Heather Wittman	Coldwell Banker Larson-Mercer	Released
Theresa Hoelt	Century 21 WTW– MQA	Released
Joseph Kitten	Coldwell Banker Larson– PF	Released
Christine Ortiz	Lake Shore Realty– LOL	Released
Romelle Vandervest	First Weber– RHI	Released

Welcome 2 NEW NWAR offices (also joined the GNMLS)  
RPM Properties Realty, LLC- Rhinelander  
Creel Land Company -Conover



# Lakeland Community 3rd Annual Blood Drive

*Thursday, August 9, 2007*

*8:00 a.m. to 5:00 p.m.*

**M&I Bank, Woodruff**

***Now Available—Cholesterol Screening!***

Sponsored by: Northwood's Association of Realtors,  
Century 21 Woods to Water Realty , and M & I Bank

***Food, Prizes, and Fun!!***

***Call 356-2121 to schedule your donation appointment!***

**Walk-ins Are Always WELCOME!**

**Donate blood and receive a great dog tag!**

[www.communityblood.org](http://www.communityblood.org)

CR/DRD/M-044/506



Calendar of Events

## August 2007

S	M	T	W	T	F	S
			1 Orientation MLS Training	2	3	4
5	6	7	8 MLS Training	9 Blood Drive	10	11
12	13	14	15	16 Leadership Summit	17 Leadership Summit	18
19	20	21	22	23	24	25
26	27	28	29	30	31	



## GAD REPORT- Kevin Jenkins



### RPAC Works

It is again that time of the year when the annual dues billing statement will be arriving in the mailbox. The total amount does include a suggested contribution to the Realtors® Political Action Committee (RPAC). While this contribution is optional, it is important that you strongly consider making a contribution to RPAC.

RPAC Does not buy votes – it buys access. Your support of RPAC makes it possible to address key issues effectively. The issues addressed not only benefit REALTORS®, they benefit home and property owners as well. RPAC Trustees determine where the RPAC money will do the most good.

Some key achievements of RPAC in the last several years are:

- Sales tax on commissions stopped
- DNR processes expedited
- Agency law updates enacted
- Property taxes temporarily frozen
- Municipal impact fees Limited

If you are unable to contribute the “fair share” noted on your dues statement, please still consider making a contribution. All contributions are appreciated.

If you would rather decide where your political contributions are directed, consider the WRA Direct Giver program. This “political savings account” allows the member to decide where his/her political dollars are allocated.

Circle September 27th on your calendar and plan to attend the next General Membership Meeting where you can meet and welcome our incoming MLS officers and directors.

Kevin Jenkins  
Governmental Affairs Director

## At the Board Offices- Dawn M. Kennedy



For those of you who have not heard through the grapevine, Kim Kelling will be leaving us as of August 17th. She has accepted a position as a political science teacher at Rhinelander High School. Kim accepted the position and gave us her notice back in May, but agreed to stay on through the busy summer months. THANK YOU, KIM!! Cathy Steiner of Arbor Vitae has been hired to replace Kim and will be trained by Kim and myself this month. Many of you may recognize Cathy as she is coming to us from M&I bank right here at the board offices. Also, I have accepted another position and will be leaving the NWAR in early September. I wish to personally thank all of the wonderful members that make this board so active and vital. It has truly been a pleasure serving you! The NWAR personnel committee is actively pursuing a new AE and it is anticipated that the transition will be a smooth one.





**INTERFACE/INTERFACE EXPRESS SUGGESTIONS FORM**

Your suggestions for improvements on our systems are always welcome, however with the large volume of calls and emails received at the board offices every day not every call gets properly recorded. Therefore, in an effort to improve this situation we will require all further communications with regard to MLS changes be in writing on the short form shown below. The form will be submitted to the MLS Research and Development and considered for submission to the MLS Board of Directors. If you supply your name and email address you will be notified of the board vote on your idea.

Please note that your ideas and suggestions have a far better chance of being passed if you actually attend a board meeting and "present your case". If you wish to do so, please check the appropriate box on the form and you will be notified of the next meeting date.

**This form is intended for Interface and Interface Express suggestions only. Any comments or questions with regard to PCSPRO should be directed to RealtyServer, as this is separate product not maintained by board office staff.**

Today's Date:

Which system are you referring to?  Interface (Distributed Version)  Interface Express

What problem did you encounter?

What is your suggestion to rectify this problem?

Would you like to present your idea in person at the next MLS board meeting?  Yes  No

If you would like to be contacted with the date of the next meeting, or of the board decision on your idea please print your name, number, and the best time to reach you.

Name:

Phone #:

Email :

**Decisions to go forward with this suggestion?**

**MLS R & D**  Yes  No

**MLS BOD**  Yes  No

Contact agent with decision \_\_\_\_\_

Date

**Please fax, mail, or email this form to:**

**Greater Northwoods MLS**

**Patricia Fried**

**PO Box 377**

**Woodruff, WI 54568**

**Fax (715) 358-2338**

**mlspat@verizon.net**

**July 2007 Oneida County Sales-  
All Offices**

Average Sale Price: \$153,529

Average Days On Market: 149

Total Cash Value  
(Residential): \$18,278,543Total Cash Value  
(Commercial): \$452,000

Total Cash Value (Overall): \$18,730

Units Sold 122

**July 2007 Vilas County Sales-  
All Offices**

Average Sale Price: \$221,826

Average Days On Market: 214

Total Cash Value  
(Residential): \$18,292,750Total Cash Value  
(Commercial): \$1,893,400Total Cash Value  
(Overall): \$20,186,150

Units Sold 91

**July 2007 Price County Sales- All  
Offices**

Average Sale Price: \$170,975

Average Days On Market: 149

Total Cash Value  
(Residential): \$5,360,200Total Cash Value  
(Commercial): \$111,000

Total Cash Value (Overall): \$5,471,200

Units Sold 32

**July 2007 Forest County Sales-  
All Offices**

Average Sale Price: \$142,384

Average Days On Market: 187

Total Cash Value  
(Residential): \$1,281,460

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,281,460

Units Sold 9

**July 2007 Lincoln County  
Sales- All Offices**

Average Sale Price: \$157,900

Average Days On Market: 177

Total Cash Value  
(Residential): \$1,736,900

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,736,900

Units Sold 11

**July 2007 Iron County Sales-  
All Offices**

Average Sale Price: \$203,720

Average Days On Market: 196

Total Cash Value  
(Residential): \$1,322,200Total Cash Value  
(Commercial): \$715,000Total Cash Value  
(Overall): \$2,037,200

Units Sold 10

**July 2007 Langlade County Sales- All Offices**

Average Sale Price: \$133,670

Average Days On Market: 193

Total Cash Value (Residential): \$4,010,100

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$4,010,100

UNITS SOLD 30

**2007****All Sales- All Counties- All Offices****2006**

Average Sale Price: \$193,288

Average Days On Market: 176

Total Cash Value (Residential): \$60,420,456

Total Cash Value (Commercial): \$3,171,400

Total Cash Value (Overall): \$63,591,856

Average Sale Price: \$166,023

Average Days On Market: 511

Total Cash Value (Residential): \$54,333,280

Total Cash Value (Commercial): \$1,948,500

Total Cash Value (Overall): \$56,281,780

Units Sold 329

Units Sold 339



## MLS NEWS



### GNMLS President's Message- Jim Gabrielsen

Hello MLS'ers:

All good news to report from our recent Board of Directors meeting on July 27th. Due to our increasing membership (755 and counting), our efficient staff, and economies of scale, members will see a reduction in dues to \$27.00 per month effective October 1, 2007.

Also included in our budget for the new fiscal year, beginning October 1st is a technology helpline that should save our members countless hours and dollars when they face a technology challenge. This service will cover operating systems, software applications, hardware, firewalls and more. Watch for more details.

Data sharing is moving forward. Your directors voted to accept the recommendation of the Joint Data Sharing Task Force to offer our listing data, but not co-broke compensation to brokers from other areas.

At the same meeting our MLS software provider gave us a presentation that gives us a solution without additional cost.

It's called Interboard Data Sharing (IDS). Your Board voted to offer IDS to our neighboring MLSs. If they accept, it will be particularly valuable to offices on the fringe of our service area whose markets overlap into more than one MLS territory.

Best regards,  
Jim Gabrielsen  
MLS President  
Broker Birchland Realty



**2006-2007**

**GNMLS Officers  
&**

**Directors**

**OFFICERS**

President- Jim Gabrielsen-  
Birchland Realty-339-2181

President- Elect- Kathy

Dolch- C2I Pine Point-  
365-6000

Sec/Treasurer- Pat Van  
Hefty- Big Fish Realty-  
356-0047

Past-President- Joan Ser-  
amur- First Weber-  
MQA-356-9521

**DIRECTORS**

Jim Mulleady Jr-

CBMulleady 479-1774

Connie Brayton-

Lake Country Realty-  
275-5222

Erik Johnson- RE/MAX  
First- MQA-356-3207

Carolyn Cwik- ePropert-  
ies North- 453-1188

Helen Wanca- Advantage  
Realty- 627-7272

**The  
"HARLEM AMBASSADORS"  
Are Coming Soon!**

**AND**

HABITAT For HUMANITY is looking for a

"Few Good Men... **AND** Women"!

To play Basketball on the "Habitat Hammers"

No Experience Necessary!

Come Play against the "Harlem Ambassadors"

On Tuesday, September 25, 2007!

**Help Habitat for Humanity**

**Help the Community**

**Have Fun - Play Ball**

For More Details Call Aprelle Rawski @ 715-482-0521  
or

Email @ [apr\\_backroads@newnorth.net](mailto:apr_backroads@newnorth.net)



NWAR Board of Director Minutes as approved in the July 26th, 2007 Board of Director's meeting  
No Meeting May & June

Northwoods Association of REALTORS® Board Meeting April 25, 2007  
Board Offices Woodruff WI- 8:30 am

Called to Order: NWAR President Duanne Swift calls meeting to order 8:30 am

NWAR Board Members:

**Present:** Duanne Swift, Cheryl Kelsey, Aprelle Rawski, Sandy Ebben, Anita Wilde, Theresa Williams, Rick Zoerb, Nancy Kuczarski, Jim Klaric, Joan Seramur & Adam Redman **Staff Present:** Kevin Jenkins & Dawn Kennedy

**Absent:** Mike Mulleady

**Proceedings:**

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

**Finance Committee Report (Rawski):**

M/S/C (Seramur Klaric) To approve and place on record March Treasurer's report.

**GAD Report (Jenkins):** No action required

**Strategic Planning Committee(Klaric):**

M/S/C (Wilde/Seramur) to accept strategic planning committee's 07/08 action plan with fiscal notes to be reviewed by finance committee.

**New Business:**

M/S/C (Wilde/Seramur) Establish an issues mobilization fund and authorize \$2500 to produce a public awareness campaign opposing the real estate transfer tax proposed increase

M /S/C (Kuczarski/Rawski) to allot only two \$500 REALTOR® Family Scholarships as only two applications met the criteria (late application request denied)

**Old Business:**

None

M/S/C (Wilde/Rawski) to adjourn meeting at 10:37 am

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