

The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 1 Issue 1

February 2008



President's Message Cheryl Kelsey

The success of many organizations is based upon it's group of volunteers. We are very fortunate to have a dedicated set of individuals that give of their time for the betterment of our profession. On that note, it is with regret that we must accept the resignation of one of our Board members. Aprelle Rawski has served not only as a Board member, but was the current President Elect and

served on several committees. On behalf of the entire Board of Directors and the NWAR membership, I want to thank Aprelle for her service.

I know many of you took advantage of the opportunity to attend the WRA Winter Convention in Lac Du Flambeau. We are fortunate to be able to have it in our "own back yard". Please respond to the WRA survey regarding all the classes and speakers.

This information is valuable to the people responsible for planning upcoming conventions. We want to insure that the Winter Convention continues to come our way!

Continuing Education courses 1 and 3 (New Residential listing contract and Buyer Agency/Tenant Representation agreement) are now available through the WRA's distance learning on Demand and DVD programs. We will also be planning a Spring CE class and possibly a one in the fall. Please call or e-mail the NWAR board office if you have questions.

Once again, for those of you looking to further your education, WRA Designation week is February 12-15 in Baraboo. Go to www.wra.org for more information and registration.

Luckily for us in the beautiful Northwoods, the snow is continuing to fall and so are interest rates. Sell, sell, sell!

Inside this issue:

President's Message	1
Membership Info	2
GNMLS President's Message	3
Associate Executive	3
GAD Report	4
Professional Standards Registration	5
January Sales Stats	6
Become a REALTOR®	7
Meeting Minutes	8
Tech Line Brochure	9
Webinar Online	10

**The next regularly
scheduled**

Board of Directors Meeting

Thursday,

February 21, 2008

at the Board Offices.

NWAR 8:30 am

GNMLS 10:00 am

**Members are always Wel-
come!**

**If you would like a copy of
the minutes or agenda please
email your request to:
nwarpam@verizon.net**

**PARTICIPANTS may also re-
quest copies of the GNMLS
minutes and agenda.**



Interface Webinar Courses now available

Go to Interface Express>Resources Tab>Webinar Online courses to view dates and times for upcoming free instructional seminars relating to CMA's PCS, and Beginner & Advanced instruction on using Interface & Interface Express.

See back page for schedule



MEMBERSHIP UPDATES

A publication of the Northwoods Association of REALTORS®

2007-2008 NWAR

Officers of the Association

Cheryl Kelsey- President – 356-9897

Rick Zoerb-Pres. Elect - 365-3000

- Sec/Treas-

Duane Swift- Past Pres - 358-9490

Directors

Nancy Kuczmariski- 365-3000

Anita Wilde- 356-9897

Adam Redman –356-3207

Jim Klaric-356-4457

Denise Goldsworthy –479-4431

Ex- Officios

Mike Mulleady, 356-4457

Joan Seramur, 356-9521

First Notice of Installation

Paul Christie—Vacationland Properties, Minocqua

Dave Consoer—Eliason Realty, Eagle River

Tracey Zirzow Coldwell Banker Minocqua

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 new member installation will be in March (watch for upcoming date).

Membership Transfers and Releases

NAME	FROM	TO
Melissa Coda	Gregory Realty	
Jodi Fox	Century 21-Pine Point	
Claudia Echavarria	Century 21-Pine Point	
Dawn Lis	Advantage Realty	
Daniel Huettl	Coldwell Banker Bartels Real Estate	
Gerald Zimpelman	Tri County Realty	
Gary Meinert	Jim Tait Real Estate Boulder Junction	
Erv Teichmiller	Community Realty & Rental	
Jackie Sell	B.J. Koller Realty	
Betty Koller	B.J. Koller Realty	
Wade Hanson	Lakeplace.com	
Robert McCormick	C-21 Hilgart Realty	Coldwell Banker Larson Realty Phillips
Cynthia Kiefer	C-21 Northwoods Team	
Joann Lauterborn	Coldwell Banker-Bartells	Northern Reality & Land
Karen Margelofsky	Advantage Realty	Coldwell Banker Mulleady ER
Kathleen Dorn	C-21 Northwoods Team	
William Stuckenberg	Northwoods Realty of Minocqua	
Cathy Hillyer	Vacationland Properties	
Brian Jankowski	Eliason Realty of the North Eagle River	

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 nwarpm@verizon.net or at 715-356-3400.

Editorial Staff



MLS NEWS



GNMLS PRESIDENT KATHY DOLCH

As many of you are aware, our current contract with Realty Server expires this year. As a matter of the MLS Board doing its "due diligence", a MLS review committee has been initiated. This committee has a serious job ahead of them. The first steps are in place with the initial questionnaire that was sent to each and every office. Please help out by taking the time to complete and submit the questionnaire to the Board Office.

If you haven't received this yet, please let Pat at the Board Office know. Secondly, the committee is comparing Realty Server and other providers for things such as ease of use, features and price. If any of these are recommended as needing a closer look, then a subcommittee will be formed to do this. Anyone who is interested in possibly helping out should send an email to

Carolyn@carolyncwik.com

Eric Johnson has graciously agreed to head the Lock-box Committee as we review the possibilities of what these companies have to offer.

Sandy Ebben is working with a committee to review the possible option of offering an MLS-wide addendum that is neutral in territory, but encompasses some of the new things we need to cover. ie: **Powts**, L.P. tanks, etc.

Connie Brayton will chair the Rules and Regulations committee for review. A meeting is being scheduled for the end of February.

Each and every year committees are set up to review and make recommendations to the MLS Board. Please help us out and get your voice heard by joining a committee. We want and need your opinion.

February 22, 2008, Ethics training will be held at the Holiday Inn in Mosinee. This is a very important role that is held within our membership. Please attend this one-day training so that if necessary, you can sit on an ethics panel.

Continuing Education will be held in Rhinelander at the Holiday Inn Express on May 7th and 8th. With new forms being introduced this year, the classes will be helpful even if you don't need any continuing ed classes. Please plan on attending.

2007-2008 GNMLS

OFFICERS

President— Kathy Dolch, Century
21 Pine Point 365-6000

President— Elect — Bill Fricke
Minocqua Real Estate Store
356-9200

Sec/Treasurer—Carolyn Cwik
Re/Max Properties North
453-1188

Past President—Jim Gabrielsen
Birchland Realty 339-2181

DIRECTORS

Jim Mulleady Jr- Coldwell Banker
Mulleady, 479-1774

Connie Brayton- Lake Country
Realty- 275-5222

Erik Johnson— RE/MAX First—
356-3207

Mark Wagner—Century 21
Hilgart 762-3291



Pam Hoffman Associate Executive

The Holiday party at Northwoods Banquets in Rhinelander was so much fun!

Mary Thompson deserves lots of applause from all of us. The food, the music, The DOOR PRIZES were all great.

A GREAT BIG THANK YOU Mary, for all you do for all of us. Thank you M & I for the beautiful table decorations and to Shane Conway for our first drink of the evening.

February looks to be a very busy month for all of us.

February 5, Orientation

February 12-15, Designation Week

February 14, Valentines Day

February 19, don't forget to Vote!

February 21, NWAR and GNMLS, meetings.

February 22, Professional Standards class 9:00 am at the

Holiday Inn, in Mosinee. Registration is on the pop up and at
www.northwoodsrealtors.org

February 27, REALTOR® and Government day in Madison

**GAD REPORT– Kevin Jenkins****Local Elections**

In the interest of further serving the membership of NWAR®, I have developed a program which will help to better educate the membership on those candidates that are running for local elected office. The plan, which was recently approved by the NWAR® Board of Directors, is this:

All candidates for county & municipal offices that have contested races will be sent a short questionnaire in which they are asked five brief questions about their background, goals for the office they are seeking & their opinions on current ordinances / future development. Due to the time constraints & the large number of townships (over 120) in the area that is covered by NWAR®/GNMLS® I am only able to include counties & cities.

I have set a deadline for response to the questions of February 15th. Due to timing, I may not be able to have responses in time for a primary, but pending a prompt response from candidates, I will have most, if not all of the responses available for members to review well before the general election in April. The information will be used for membership information only and will not be used to form any endorsements of individual candidates.

In the coming weeks, watch for an e-mail message with more information in this program and how you may access the information.

REALTOR & Government Day 2008

Mark your calendars now for WRA's annual REALTOR® & Government Day. Held in Madison on February 27, 2008, R&G Day is your opportunity to connect with Legislators and tell them what is important to you as a REALTOR®!

REALTOR® & Government Day is the one day each year when we ask REALTORS® to invest their time to come to Madison and meet with their state legislators to discuss the key issues facing our industry and Wisconsin property owners. There is no lobbying effort more effective than REALTOR® constituents visiting Capitol offices and making face-to-face presentations on key issues such as health care reform, property taxes, land use, property rights and license regulations. Along with fellow REALTORS® from our area, you can help explain to your State Senators and Assembly Representatives the real impact of proposals they will be voting on during this legislative session.

The NWAR® Board of Directors has authorized reimbursement of the \$25 registration fee for any NWAR® member who would like to attend. As an added incentive, any member who attends will be placed in a drawing for one of two \$25 gas cards. For more information you can visit the WRA website or contact me directly. Registration forms are also available at the NWAR® Board Offices in Woodruff.

We Need You !

Professional Standards Training will be held on February 22, 2008

in Mosinee at the Holiday Inn from 8am-5pm

Reservation forms are enclosed, on the MLS pop up

and at www.northwoodsrealtors.org

Please fax to 358-2338



**Central Wisconsin Board of REALTORS®
& Northwoods Association of REALTORS®
2008 PROFESSIONAL STANDARDS TRAINING**

The 2008 Professional Standards Training Program is designed to be a practical, no-nonsense approach to issues that arise for local association professional standards committee members.

Last year, hundreds of calls to the Legal Hotline addressed ethics violations and arbitrable commission disputes. Accordingly, the 2008 training will teach committee members to effectively serve their fellow REALTOR® members and the public in those types of situations. Whether you are called to serve on a grievance committee, a hearing panel or as a hearing panel chairman, the 2008 training will have tips and tools for your use.

- Arbitration: in addition to an in-depth look at the resolution of procuring cause disputes, the 2008 training will address the increasingly common non-MLS commission disputes, referral fee issues and the impact of policy letters in real estate transactions.
 - Ethics: how and where to file a complaint, the type of discipline or sanctions that can be expected and how to draft written findings of fact will be addressed in the 2008 training.
- Don't miss the 2008 Professional Standards Training Program, based on real life professional standards situations from the WRA Legal Hotline!

9:00 a.m. – 9:30 a.m. – Registration

9:30 a.m. – 12:00 noon – Morning Session

12:00 noon – 1:00 p.m. – Lunch

1:00 p.m. – 4:00 p.m. – Afternoon Session

DATE: February 22, 2008

**LOCATION: Holiday Inn, Cedar Creek Mosinee/Wausau
1000 Imperial Avenue, Mosinee, WI (Exit 185 off I-39)**

Name: _____

Firm Name: _____

Address _____

City: _____ State _____ Zip Code _____

Local Association _____

There is no cost to Committee, Directors, Officers, or Association Members



Jan 2008 Oneida County Sales- All Offices

Average Sale Price: \$124,681

Average Days On Market: 185

Total Cash Value (Residential): \$3,855,940

Total Cash Value (Commercial): \$507,900

Total Cash Value (Overall): \$4,363,840

Units Sold 35

Jan 2008 Vilas County Sales- All Offices

Average Sale Price: \$160,211

Average Days On Market: 247

Total Cash Value (Residential): \$4,328,637

Total Cash Value (Commercial): \$317,500

Total Cash Value (Overall): \$4,646,137

Units Sold 29

Jan 2008 Price County Sales- All Offices

Average Sale Price: \$117,600

Average Days On Market: 326

Total Cash Value (Residential): \$588,000

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$588,000

Units Sold 5

Jan 2008 Forest County Sales- All Offices

Average Sale Price: \$90,687

Average Days On Market: 151

Total Cash Value (Residential): \$725,500

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$727,500

Units Sold 8

Jan 2008 Lincoln County Sales- All Offices

Average Sale Price: \$172,248

Average Days On Market: 93

Total Cash Value (Residential): \$1,550,240

Total Cash Value (Commercial): \$

Total Cash Value (Overall): \$1,550,240

Units Sold 9

Jan 2008 Iron County Sales- All Offices

Average Sale Price: \$250,877

Average Days On Market: 208

Total Cash Value (Residential): \$2,007,017

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$2,007,017

Units Sold 8

January 2008 Langlade County Sales- All Offices

Average Sale Price: \$111,865

Average Days On Market: 309

Total Cash Value (Residential): \$1,006,787

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,006,787

UNITS SOLD 9

2008

All Sales- All Counties- All Offices

2007

Average Sale Price: \$144,539

Average Days On Market: 211

Total Cash Value (Residential): \$14,062,121

Total Cash Value (Commercial): \$825,400

Total Cash Value (Overall): \$14,877,521

Average Sale Price: \$164,426

Average Days On Market: 218

Total Cash Value (Residential): \$20,421,550

Total Cash Value (Commercial): \$2,927,000

Total Cash Value (Overall): \$23,348,550

Units Sold 103

Units Sold 142



STEPS TO BECOMING A REALTOR®

Before proceeding with the steps to join the Northwoods Association of Realtors you must have in your possession your valid real estate license. We cannot process any applications without an actual copy of your license. Once you receive your license in the mail and have joined a firm then you may proceed with the following steps;

Confirm that your broker has sent in your Notice of Real Estate Employment to the Wisconsin Department of Regulations & Licensing

Download the REALTOR® application from the website www.northwoodsrealtors.org in the forms and applications section.

Complete the application

Use the membership dues table to determine the amount due according to the month you are joining in.

Attach check or money order to the application made payable to **NWAR**

Mail, fax, or bring in a completed application, check, copy of your real estate license and copy of the Notice of Real Estate Employment form signed by your broker to:

NWAR

PO Box 377

Woodruff, WI 54568

Fax: 715-358-2338

The **NWAR** will contact you with your National Association of REALTORS® ID number.

Go to www.realtor.org and register for a logon ID

Next go to: <http://www.realtor.org/mempolweb.nsf/pages/newmemberorientationcourse> or use the link on the NAR website homepage that says "Take Ethics Training"

Print off or "Save as a web page" passing score at the end of the training

Mail, Fax (715)358-2338, or email mlscathy@verizon.net passing score verification to the **NWAR**.

Attend the new member orientation and MLS training, held the first Tuesday of each month at the board offices. Contact Pam Hoffman, Association Executive to verify the next orientation date. You will have 2 opportunities to attend an orientation.

Attend the next General Membership Meeting (see board calendar on website) to be installed as a REALTOR®. **NOTE:** You must contact Pam Hoffman (715) 356-3400 to ensure that you are registered to be installed.



Northwoods Assn of REALTORS
Board Meeting Minutes January 24, 2008
Board Offices, Woodruff, WI

The meeting was called to order by President Cheryl Kelsey, followed by the Pledge of Allegiance.

Present: Cheryl Kelsey, Rich Zoerb, Duane Swift, Anita Wilde, Jim Klaric, Adam Redman, Denise Goldsworthy and Joan Seramur. Also present were: Pam Hoffman, Kevin Jenkins and Lenny Ciskowski.

Absent: Mike Mulleady and Nancy Kuczmariski

Proceedings:

Consent Agenda: M/S/C (Seramur/Wilde) to approve and place on record the consent agenda.

Communications: Discussed ways to help food pantries through out the year.

Associates Forum: L. Ciskowski talked about Professional Standards and the importance to have REALTORS take the training. Lenny will bring a Professional Standards education plan back to the Board.

Finance Report: no motion to accept.

M/S (Swift/Goldsworthy) to create an AD HOC budget review committee. Motion carried 7 to 1

Gad Report:

1. M/S/C (Wilde/Seramur) to reimburse \$25.00 per REALTOR as an incentive to attend REALTOR and Government days, and to have a drawing for two \$25.00 gas cards.

2. M/S/C (Klaric/Zoerb) for Kevin J. to issue a letter with survey to local candidates and request WRA disburse funds accordingly.

AE Report:

M/S/C (Seramur/Klaric) for Kevin to look at purchasing/leasing a computer.

New Business:

M/S/C (Zoerb/Wilde) no objections to Central Wisconsin Board adding Municipalities to their jurisdiction.

L. Ciskowski, Professional Standards training in Chicago

M/S/C (Wilde/Goldsworthy) for two to attend

M/S/C (Zoerb/Klaric) to increase reimbursement for meals when out of state from \$50.00 to \$75.00. Alcohol will not be included and receipts must be present.

M/S/C (Wilde/Redman) to approve a refund of 2008 dues to Kathleen Dorn.

M/S/C (Wilde/Zoerb) to set Holiday party for Thursday December 12/4/08

Minocqua AVW Chamber- No motion on Midwest Living ad – general consensus of no.

M/S/C (Klaric/Wilde) to accept Aprelle Rawski's resignation

M/S/C (Swift/Wilde) to have Rick Zoerb move up to Pres. Elect and remain as Finance/Sec. until a new board member is found for those positions.

M/S/C (Swift/Wilde) to appoint Lenoard Ciskowski as a new Board Member.

Old Business:

M/S/C (Klaric/Zoerb) to table the establishment of a reserve fund until more information on the budget can be gathered.

Next meeting February 21 at 8:30 AM – NWAR Offices

M/S/C (Klaric/Ciskowski) to adjourn the meeting at 11:40 AM.

Respectfully Submitted,

Pamela J. Hoffman

Associate Executive

NWAR/GNMLS

Technology problems can seem
really, really big.

Starting
November 1, 2007



Call the Tech Helpline –
no matter what size the challenge.

It's like having your personal IT department.

A member benefit offered by Northwoods Association of REALTORS®

Let's face it: you're a REALTOR® – not an IT professional. You've got more important things to do than deal with hardware or software problems. And if you've been caught pulling out your hair over the "blue screen of death", you're not alone. That's why there's the Tech Helpline – a group of patient and knowledgeable technology professionals who can talk you off the ledge. They can troubleshoot all the basic applications, cover REALTOR® specific software, advise you on how to shop for technology hardware and software, and diagnose problems and offer solutions. Most importantly, they understand your needs as a REALTOR®.



No matter what size the challenge, don't let technology problems reduce you in size.
Call the Tech Helpline at 1-888-804-8225 and put your technology back to work for you.

We're also online!
www.technologyhelpline.com

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Your go-to technology experts

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**To access details for these Webinar Classes
Go to Interface Express > Resources Tab**



Schedule of Webinar Online Courses

Date/Time	Title / Description
Wed, Jan 16, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>The CMA & Editing the Templates</p> <p>A review of the various options for gathering comparable sales data, generating a professional CMA from a pre-defined set of templates and learning how to customize a CMA template using Microsoft Word.</p> <p>View Details</p>
Wed, Jan 30, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>Private Client Services™ (PCS)</p> <p>PCS is rapidly becoming accepted as "The finest real estate prospecting software ever made". This session will review how PCS works including some great tips and tricks.</p> <p>View Details</p>
Wed, Feb 13, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>Introduction to INTERFACE™ & INTERFACEExpress™</p> <p>This webinar will serve as an introduction to some of the features and tools of RealtyServer's on-line and off-line products.</p> <p>View Details</p>
Wed, Feb 27, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>The CMA & Editing the Templates</p> <p>A review of the various options for gathering comparable sales data, generating a professional CMA from a pre-defined set of templates and learning how to customize a CMA template using Microsoft Word.</p> <p>View Details</p>
Wed, March 12, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>Advanced INTERFACE™</p> <p>A review of the various options for gathering comparable sales data, generating a professional CMA from a pre-defined set of templates and learning how to customize a CMA template using Microsoft Word.</p> <p>View Details</p>
Wed, Mar 26, 2008 10:00 AM - 11:00 AM PST (1:00 PM - 2:00 PM EST)	<p>Private Client Services™ (PCS)</p> <p>PCS is rapidly becoming accepted as "The finest real estate prospecting software ever made". This session will review how PCS works including some great tips and tricks.</p> <p>View Details</p>
PST = Pacific Standard Time EST = Eastern Standard Time	