



President's Message- Duanne Swift

I recently had a phone call from one of our broker members questioning the need for a staff level government affairs director (GAD). This individual didn't see the need for the position and politely, but firmly, expressed their views on the subject. There may be other members who don't fully understand the reason why our association might want to be involved in the, at times, controversial arena of politics.

One of the primary reasons for having such a position has to do with the number of regulators at the local government level making rules which we all will live by and the number of people monitoring what they do. In the case of NWAR members there is only one person to watch over local governments in the very large geographical region of the Northwoods. In Vilas and Oneida Counties alone there are nearly 40 local governments capable of impacting the way you make a living. This of course does not include non-elected positions capable of introducing rules regarding zoning, sanitation, signing and a host of others that could have a negative impact on real estate transactions.

I don't believe anyone could successfully disagree that the way to intercede in the political process is to arrive at the discussion early and

express concerns or support before the opinions of local leadership have become entrenched. Failing that, to sit down with law makers at the local level, many times on an individual basis, and help them understand the impact of their vote on any particular issue. Too often we might become aware of an onerous regulation only after the "train has left the station" and minds are made up and less likely to change.

NWAR has one person charged with staying in touch with not only local issues but state and federal issues as well. The GAD is our quick strike advocate charged with getting our collective opinion heard early and often. He or she is charged with organization of our 700 members to rally against, or in support of, an issue. Given the fact that there are likely nearly 100 townships alone in our service area, not to mention cities, villages, and state entities like Commerce and the DNR that adopt measures that might well impact the way we go about earning a living, assigning one person as a watchdog seems a reasonable if not underwhelming response by NWAR.

Duanne Swift- Butternut Creek,
LLC

TIP OF THE MONTH

Mapping is now also available on the distributed INTERFACE version of our MLS software. PLEASE try to access all your listings and correct any incorrect mapping coordinates by following the simple, on-screen directions.

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The next regularly scheduled Board of

Directors Meeting Thursday JULY 26, 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

PARTICIPANTS may also request copies of the GNMLS minutes and Agenda by contacting: nwardawn@verizon.net



Volume 7 Issue 1

A publication of the Northwoods Association of REALTORS®

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

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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



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

MEMBERSHIP UPDATE-

First Notice of Orientation

- 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 Warancut– Coldwell Banker Bartels– Lakewood
- Bob McCormick– C21 Hilgart-Phillips

Second Notice of Orientation

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

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

Second Notice of Installation

- Michael Sabec– C21 Pierce– Mercer
- Diane Krieghoff– Eliason Realty of the North– ER
- Barb Peck– Headwaters Real Estate Presque Isle
- Shane Terzinski– C21 Pine Point
- Craig Wassen– First Weber-MQA
- Pam Anderson– Jim Tait Real Estate MQA–

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
Scott Abel	Northwoods Realty	Released
Jeff Kalvelage	Wilderness Realty	C21 Pine Point
Josh Sadlon	Wilderness Realty	Released
Josh Perlberg	Wilderness Realty	C21 Burkett
Christi Foster	Wilderness Realty	C21 Burkett
Gene Polkowski	Wilderness Realty	C21 Burkett
Jesse Prien	Wilderness Realty	C21 Burkett
Donald Hastings	RE/MAX Action North	Released
Peter Miller	England Realty	Released
Alan Heerey	England Realty	Released
Kathy Kinney	First Weber-Rhi	Released
Ryan Hanson	First Weber-Rhi	Released
Jan Santarius	Minocqua Real Estate Store	Released
Lori (Roehm) Vandenburg	Coldwell Banker Larson-PF	Released
David Peterson	Waters Edge Realty	Released

Welcome 2 new Affiliate Members–
Hodag Property Management– Rhinelander
New North Retreats– Johnson Creek



it's about life.



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

CR/DRD/M-044/506



Calendar of Events

JULY 2006

S	M	T	W	T	F	S
1	2	3	4 Board office closed for Holiday	5	6	7
8	9	10	11 Orientation MLS Training	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26 NWAR/ MLS BOD	27	28
29	30	31				



GAD REPORT- Kevin Jenkins



AIS – It's everyone's problem!

At a recent meeting of the Oneida County Board of Supervisors, I had the opportunity to hear an update on the status of Oneida County's Aquatic Invasive Species (AIS) program. I came away from the meeting knowing much more about the problem and also realized the depth of the problem is great. Eurasian Water Milfoil is the primary species of concern in the area - some quick facts are:

- 6% of Oneida County's 1200 lakes & rivers have an infestation
- 16% of Oneida County's *named* lakes and rivers have an infestation

50% of lakes/rivers in Oneida County with an area of 300 acres or more have an infestation

The last figure is key – it is these bodies of water that are the primary area for recreation whether it be boating, fishing or just enjoying the shoreline and all it has to offer.

The Oneida County Board, along with several other local governments and lake associations has been proactive with regard to AIS. Treating AIS is not cheap and also relies on countless hours of volunteer help.

REALTORS® can become involved on the local level by attending a volunteer training workshop on July 9th at the Kemp Natural Resources station in Woodruff. This workshop, offered at no charge, will provide the necessary tools to local citizens to become involved in the fight against AIS in their local lakes. I encourage anyone who has an interest in this issue to attend this important training.

It should also be known that our state legislators are working hard to get additional funding for AIS. Rep. Dan Meyer (R-Eagle River) recently introduced a budget provision providing for an additional \$5 million in AIS funding. Unfortunately, the measure died in the Joint Finance Committee. However this issue will continue to be revisited. Earlier this week, I communicated with Sen. Roger Breske (D-Eland) on the AIS issue – he too realizes the fight that lies ahead and assures that he will do what he can.

If any member has questions on AIS, I encourage you to contact me by cell at (715)367-0206 or e-mail gadkevin@verizon.net.

MLS HOT TIPS!!!

#1 The Interface software now only displays recent "Solds" in the sales by agent field. MANY, MANY, MANY Brokers and agents requested that commercial "Solds" be displayed. In order to add in and "make room" for the commercial "Solds" the field now only displays recent sales. TO FIND ALL YOUR SOLDS >

Go to Find By> Selling Agent

This will display all the properties that you sold.

Go to Find By> Listing Agent>Enter your last name>Use the Eyeglasses tool to filter out active, pending and expired/cancelled listings.

#2- IN LIFE YOU CAN'T HAVE YOUR CAKE AND EAT IT TOO! Remember that every time we ask for a change, we RISK losing something in return or being required to do something extra. For example, we asked to have a mapping feature like other MLS's but this required we ensure that the maps are correct

#3- I DON'T WANT TO FIX MY MAPS! First, if all agents would reserve some time to ensure accuracy the system will "self heal" as the address will become fixed coordinates once it is corrected- the next listing on that street will be correct. In the meantime you can check the "DO NOT SHOW MAP BOX" and the incorrect map will not be displayed.



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



June 2007 Oneida County Sales- All Offices

Average Sale Price: \$180,659

Average Days On Market: 208

Total Cash Value (Residential): \$18,232,235

Total Cash Value (Commercial): \$195,000

Total Cash Value (Overall): \$18,427,235

Units Sold 102

June 2007 Vilas County Sales- All Offices

Average Sale Price: \$228,094

Average Days On Market: 236

Total Cash Value (Residential): \$19,224,302

Total Cash Value (Commercial): \$848,000

Total Cash Value (Overall): \$20,072,302

Units Sold 88

June 2007 Price County Sales- All Offices

Average Sale Price: \$108,194

Average Days On Market: 223

Total Cash Value (Residential): \$1,611,800

Total Cash Value (Commercial): \$227,500

Total Cash Value (Overall): \$1,839,300

Units Sold 17

June 2007 Forest County Sales- All Offices

Average Sale Price: \$121,042

Average Days On Market: 295

Total Cash Value (Residential): \$1,452,500

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,452,500

Units Sold 12

June 2007 Lincoln County Sales- All Offices

Average Sale Price: \$165,874

Average Days On Market: 159

Total Cash Value (Residential): \$3,242,480

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

Total Cash Value (Overall): \$3,317,480

Units Sold 20

June 2007 Iron County Sales- All Offices

Average Sale Price: \$134,041

Average Days On Market: 351

Total Cash Value (Residential): \$2,278,700

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$2,278,700

Units Sold 17

June 2007 Langlade County Sales- All Offices

Average Sale Price: \$120,888

Average Days On Market: 188

Total Cash Value (Residential): \$3,143,100

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$3,143,100

UNITS SOLD 26

2007

All Sales- All Counties- All Offices

2006

Average Sale Price: \$178,577

Average Days On Market: 229

Total Cash Value (Residential): \$54,549,067

Total Cash Value (Commercial): \$1,345,500

Total Cash Value (Overall): \$55,894,567

Average Sale Price: \$145,160

Average Days On Market: 515

Total Cash Value (Residential): \$50,269,513

Total Cash Value (Commercial): \$1,843,000

Total Cash Value (Overall): \$52,112,513

Units Sold 313

Units Sold 359



MLS NEWS



GNMLS President's Message- Jim Gabrielsen

Hey, Summer Fans,

Isn't this a great time to be in the Northwoods? It's a busy time for everyone and the MLS Office is no exception. Computers-don't you love 'em? We'll just touch on a couple of tech topics. First, a small but significant segment of our membership has had trouble with broker load (with the Java installer). Realty Server is addressing the issue and should have it fixed within 60 days.

We are actively researching a means of expanding our technical support at no additional cost to our members. More on that at a later date.

Please also be aware that our MLS has an IT consultant, Bob Statkus, who is on retainer to help with our MLS technology issues. Bob is intimately familiar with the Realty Server programs and will help individual members at a reduced fee of \$60/ hr. His phone number is 358-9434.

Before you upgrade any computer hardware, we suggest you go to the Interface Express downloads tab and look at system specs-- it will let you know what is recommended to operate the MLS software. If you have any questions, call Realty Server (1-866-537-7065) before investing.

At this time we are asking that you wait on a VISTA upgrade. VISTA has a rather intricate security program which has been documented to prohibit some of the INTERFACE applications. If your new computer has come with VISTA as the operating system, please contact Angela at Realty Server for assistance in downloading and setting up the program. Angela can be reached at 1-866-531-7065 or angela@realtyserver.com. You may have also noticed that WRA also has a webcast on their site for selecting a notebook computer.

Until next time, enjoy the season!

Best regards,
Jim Gabrielsen
MLS President
Broker Birchland Realty



2006-2007

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NO BOARD MEETING IN JUNE

REMEMBER THAT OUR ANNUAL LAKELAND SHARING FOUNDATION DRIVE KICKS OFF AT THE SEPT GMM!**HERE IS SOME FOOD FOR THOUGHT.....**

(Excerpts Reprinted with permission of the Lakeland Times. Article by Joyce Laabs, published in the Lakeland Times 07/06/07)

It was nearing Christmas of 2001. A volunteer for the Lakeland Sharing Foundation was helping distribute food baskets and told this story. "At that time we were distributing from a different location, the 70 West and Hwy 51 business complex, and we were only distributing food baskets. Some of the parents brought their children along and this happened late on the last evening of distribution, by then it had become clear that we would have extra cans of fruit, so we offered an additional can to each family. It was then a father came in with a little boy about seven years old. We asked him if he would like an extra can of cranberries or fruit cocktail. He asked his son to pick his favorite, The little boy looked at the stack of about a dozen cans and for several long moments could not make up his mind which one he wanted so we put a can of each in their box."

"I carried the box of food out to their car and as they walked through the parking lot in front of me the little boy grabbed his father's arm and looking up said: 'Oh, Papa, we've got food! Lots of food!' I can still hear his joy and excitement overt that box of food. Until that moment I was unaware of just how tight the grip of hunger was felt throughout our community..."

*Since that night in 2001, they [Lakeland Sharing Foundation] has expanded their Christmas giving to include toys at Christmas time. This year they will make Christmas a joyful day for some 1,550 plus children from birth to through age 16. They estimate that their total expenses for the 2007 Christmas program will approach \$60,000- [**\$16,500 at \$20 a basket, for food baskets—\$45,000 for toys for the children at \$45 a child**]Approximately 1/3 of our recipients come from the Rhinelander area, 1/3 for the Eagle River area and 1/3 from the Minocqua, Woodruff, Lac du Flambeau area, The poverty statistics in our area are frightening. Nine percent of all families in Oneida and Vilas counties live in poverty. Twelve percent of families with children ages 5 to 17 live in poverty. Fifteen percent, more than one in seven, of families under age five live in poverty."*

Val Oscislawski, of Coldwell Banker Mulleady– Minocqua is this year's current chair of the NWAR sponsored Lakeland Sharing Foundation Fundraising drive. If you wish to volunteer please contact Val at 356-4457. As Val and I met to discuss the strategy for this year's drive we talked about how hidden yet pervasive poverty is in our area. Perhaps because we live in a land of so much abundance, the poverty is difficult to see. We hoped this article would shed some light on the problem. So come to the September GMM prepared to give and remember we collect dollar donations through December 31st.