

Volume 6 Issue 1

Northwoods Association
of REALTORS®, Inc.

Volume 6 Issue 1

June 2007



President's Message- Duanne Swift

Knowing a bit about topics like radon, asbestos, lead paint and other environmental hazards is a good start, but there are also opportunities to discuss the passive solar position of a home, insulation possibilities and energy alternatives. I don't believe anyone in the real estate business has to be an expert in all areas, but an awareness of the things that constitute a "green" home is a start.

Perhaps this winter while you are sitting on the beach celebrating yet another year of record sales you could begin to develop a list of those who reside in the Northwoods who may very well be experts in one aspect or another of the elements that improve a home's overall environmental performance. Providing a client a list of places to turn may be a great service. By the way I like Mr. Gore much better as an environmental conscious than I did as vice president, kind of like Jimmy Carter in that way.

Duanne Swift- Butternut Creek,
LLC

Say what you will about Al Gore's politics, but the former VP has more people talking than he ever did while serving in Washington. Almost single handedly he has restored concern for the environment to the consciousness of every American. He's done it at a time when it is difficult to focus on any national issues outside of Iraq.

As I did the home show circuit this spring, this heightened awareness was brought to my attention many times by those attending. Many of you know that I am a home builder with a real estate license, rather than the other way around, so I get asked about everything from lumber prices to landscaping. What I have never been asked before and was asked more than once this year is, "Is your company a Green Builder?" Fortunately I am one of the individuals whose awareness of such issues has been raised and I had a positive response. Realtors will also need to be aware of "green" issues as we list and sell property. I believe we are in a great position to assist home buyers and sellers with improving home performance and therefore the "greenness" of their homes.

TIP OF THE MONTH

Mapping is now also available a 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.

Inside this issue:

<i>President's Message</i>	1
<i>At the Board offices</i>	3
<i>Calendar of Events</i>	3
<i>Gad Report</i>	4
<i>MLS Suggestion Form</i>	5
<i>GNMLS Stats</i>	6
<i>GNMLS President's Message</i>	7

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 6 Issue 1

A publication of the Northwoods Association of REALTORS®

Officers of the Association

- Duanne 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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- Jim Klaric-356-4457
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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 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

- Barb Peck– Headwaters Real Estate –**Completed**
- Presque Isle– **Completed**
- Shane Terzinski– C21 Pine Point **Completed**

Craig Wassen– First Weber-MQA **Completed**

Pam Anderson– Jim Tait Real Estate MQA– **Completed**

Lauren Kleifgen– Coldwell

Banker Mulleady– MQA

Gary Eder– Coldwell Banker

Larson-Park Falls

Becky Prigge– Jim Tate Real Estate Boulder Junction

Second Notice of Orientation

Brenda Flasch Jim Tait Real Estate– MQA

Karl Pippenger– RE/Max New Horizons– Phillips

Jim Nieckula– RE/MAX First-MQA

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

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–

Second Notice of Installation

John Davis– First Weber– 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
Nate Steigler	RE/MAX FIRST	Released
Ralph Marsh	Vacationland/Tomahawk	Coldwell Banker Larson-Phillips

Welcome 2 new MLS OFFICES–

Badgerland Real Estate– Racine & Gohlke Properties– Wautoma



At The Board Offices– Dawn M Kennedy

In an effort to be a valuable resource for the membership, I have recently completed two NAR sponsored programs, E-Pro for Association Management and the REALTOR® Association Management Course. The REALTOR® Association Management program is part of the preparation required for NAR's REALTOR® Certified Executive designation. I discovered throughout both these courses that I still had a lot to learn!!

Now for the negative news... It has come to my attention that there are GNMLS members out there who are granting access to non-members into our software by sharing ID's and passwords or by running comp sheets for non-member appraisers. The GNMLS Compilation is copyrighted and is available **ONLY** to GNMLS members/Users or those parties actively involved in the potential sale of a property. Running off comp sheets for your buddy who has not paid for membership and who does not pay monthly MLS fees is not only a disservice to all the paying members, but a **SERIOUS** violation of the MLS Rules & Regulations and

could result in termination of your MLS membership. I urge anyone out there engaging in this behavior to cease immediately.

This month both Pat Fried and I will be attending AE Council. Laurie Jahnik, NAR chief counsel, will be discussing a variety of MLS related topics. This particular council meeting is always incredibly informative and should assist us in being better able to serve the membership.

Finally, PLEASE remember that neither Pat nor myself can assist you in legal matters or the legality of a contract. First contact your broker, then the WRA legal hotline at (800) 799-4468.



Calendar of Events

June

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



GAD REPORT- Kevin Jenkins



Have you made the call?

If you haven't taken the opportunity to do so yet, please take a minute to contact your State Representative & State Senator to voice your opposition to the Real Estate Transfer Tax (RETT) increase.

Your message is simple:

- I am a REALTOR® constituent who lives in your district (give them your address).
- I am strongly opposed to the "Home Tax" (ie. a doubling of the real estate transfer tax) and ask you to oppose this 100 percent tax increase.
- The real estate market, home sellers and buyers will be hurt by this tax increase.
- We believe this "Home Tax" - a tax on all real estate sales - is unfair, unnecessary and unwise.
- Please oppose this tax increase and actively work to remove this from the budget bill.

In the upcoming days, the budget will be forwarded to the Senate for review and deliberations. As of the writing of this article, no Democratic member of the Senate (Dems. Control the Senate) has come out against the Governor's proposal to raise the RETT. It is **ESSENTIAL** the members of NWAR® voice their concerns to our Senators. The Senators that represent the area that NWAR serves are:

Senator Russ Decker (Price County)(608) 266-2502 or e-mail:

Sen.Decker@legis.wisconsin.gov

Senator Roger Breske (remainder of NWAR® territory)

1-800-334-8773 or e-mail

Sen.Breske@legis.wisconsin.gov

Please take a moment to make this important call to your Senator. If you have any questions about the RETT, I encourage you to contact me either by telephone of (715) 367-0206 or e-mail:

gadkevin@verizon.net

MLS HOT TIPS!!!

#1 You can now add a video-stream/virtual tour, sound byte, sales brochure or additional photos into your online listing. Go to InterfacExpress>Choose the Maintenance Tab>Choose EDIT LINKS>Enter the MLS #>a series of fields will appear for you to enter in the URL (website address) of the hosting site of this information.>Type in address>Click Submit. **PLEASE NOTE** you must have this data on a website for this function to work. The GNMLS will not create these mini-movies or sales brochures for you, you must utilize an outside service. **ALSO all information must be completely unbranded- no photos of signs, no identifiers or contact information of the brokerage or listing agent, no names mentioned in a sound byte- these must all be restricted to the features of the property only.**

#2 On Hold Status means that a property is still legally under contract with the brokerage but for whatever reason the seller has requested that it be temporarily removed from the MLS. Agent must submit a waiver along with a copy of the amendment to the board of office when putting a property into an on hold/withdrawn status.

#3 Don't put a period in the address field or the lot size field as this will cause it to be automatically eliminated in a search



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



May 2007 Oneida County Sales- All Offices

Average Sale Price: \$160,794
Average Days On Market: 230
Total Cash Value (Residential): \$14,342,665
Total Cash Value (Commercial): \$1,254,350
Total Cash Value (Overall): \$15,597,015

Units Sold 97

May 2007 Vilas County Sales- All Offices

Average Sale Price: \$194,753
Average Days On Market: 218
Total Cash Value (Residential): \$13,478,150
Total Cash Value (Commercial): \$1,323,042
Total Cash Value (Overall): \$14,801,192

Units Sold 76

May 2007 Price County Sales- All Offices

Average Sale Price: \$122,386
Average Days On Market: 231
Total Cash Value (Residential): \$3,426,800
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$3,426,800

Units Sold 28

May 2007 Forest County Sales- All Offices

Average Sale Price: \$168,383
Average Days On Market: 185
Total Cash Value (Residential): \$3,030,900
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$3,030,900

Units Sold 18

May 2007 Lincoln County Sales- All Offices

Average Sale Price: \$124,181
Average Days On Market: 226
Total Cash Value (Residential): \$2,504,800
Total Cash Value (Commercial): \$103,000
Total Cash Value (Overall): \$2,607,800

Units Sold 21

May 2007 Iron County Sales- All Offices

Average Sale Price: \$67,521
Average Days On Market: 215
Total Cash Value (Residential): \$945,300
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$945,300

Units Sold 14

May 2007 Langlade County Sales- All Offices

Average Sale Price: \$111,384
Average Days On Market: 349
Total Cash Value (Residential): \$2,784,604
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$2,784,604

UNITS SOLD 25

2007

All Sales- All Counties- All Offices

2006

Average Sale Price: \$154,709
Average Days On Market: 236
Total Cash Value (Residential): \$45,434,181
Total Cash Value (Commercial): \$2,680,392
Total Cash Value (Overall): \$48,114,573

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 311

Units Sold 249



MLS NEWS



GNMLS President's Message- Jim Gabrielsen

Happy Summer!

We trust your activity level has risen with the temperature.

Some of you saw and responded to a WRA survey regarding a statewide MLS. You may be interested in learning some of the results of that survey and our local response. First of all, about 87% of all respondents statewide supported the idea of a statewide MLS, whereas only 48.3% (approximately half) of the Northwoods respondents indicated support of a statewide MLS. 64.8% of Northwoods respondents indicated they would be unwilling to pay \$1-3 per month additional for data sharing. A GNMLS Joint Task Force on the Data-Sharing Project met May 22nd to discuss key points of the survey and our response. We were favored by the presence of Mike Mulleady and Joan Seramur, who had involvement with this on the WRA level.

The task force recommended participation in the data sharing portion of the project using an IDX frameable link, which should be accomplished without expense. We also voted not to participate with a shared MLS (compensation) due to concerns about geographical competence or outside agents and the logistics of them performing adequate service outside their area of expertise. This recommendation will be brought before the full GNMLS Board of Directors at the July 26th meeting. We anticipate that as data on our listings become more widely distributed to other non-GNMLS agents, we may see an increase in referrals, but in each case the non-GNMLS broker will need to contact the listing broker regarding compensation issues.

We don't know what will happen to the statewide MLS movement, but locally your NWAR and GNMLS Boards are committed to meeting your needs based on our unique "Northwoods" requirements.

Best regards,
Jim Gabrielsen



2006-2007

GNMLS Officers & Directors OFFICERS

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Dolch- C2I Pine Point-
365-6000

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Hefty- Big Fish Realty-
356-0047

Past-President- Joan Ser-
amur- First Weber-
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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



NO BOARD MEETING IN MAY

AND THE WINNERS ARE.....

NWAR 2007-2008 President Elect– Apelle Rawski– Back Roads Realty- Rhinelander

NWAR 2007-2008 Secretary/Treasurer– Rick Zoerb– First Weber– Rhinelander

NWAR 2007-2010 Directors– Denise Goldsworthy– Eliason Realty– Eagle River

Jim Klaric– Coldwell Banker Mulleady– Minocqua

GNMLS 2007-2008 President-Elect– Bill Fricke– The Minocqua Real Estate Store– MQA

GNMLS 2007-2008 Secretary/Treasurer-Carolyn Cwik– RE/MAX Properties North– Tomahawk

GNMLS 2007-2009 Directors– Erik Johnson– RE/MAX First– Minocqua

Janel Pagels– Century 21 Woods to Water– Minocqua

Mark Wagner– Century 21 Hilgart Realty– Park Falls

COMING SOON.....

The MLS residential and commercial data entry forms will be updated and added to the Interface system within the next week.

Realty Server is currently working on an online version of the CMA program for InterfacExpress, this should be available late this winter.

New Picks by July 01, 2007– County Maintenance Program– Yes-No– N/A

Leased LP Tank, Leased Satellite, Leased Water Conditioner, Leased other-

EMAIL ALERT

Dawn's email address is nwardawn@verizon.net (nwar@dwave.net has been disabled). MAKE sure you check out the web site weekly for updates!