



President's Message Cheryl Kelsey

As we change our clocks forward and look to Spring, I want to remind everyone about all the upcoming activities available to members.

First, we are looking forward to an **Affiliate Showcase Luncheon on Wednesday, March 26th** at the Lake of the Torches in Lac Du Flambeau. This will also serve as our **Spring General Membership meeting**. The activities begin at **11:00 a.m.** with the opportunity to come and visit our **Affiliates**. At **1:00 p.m.** there will be a lunch, followed by our **General Membership meeting**. There will be a drawing for **4 - \$50.00 gas cards** to any Realtors who turn in sheets signed by all **Affiliates**.

Next we are fortunate to have another opportunity to attend "Live" Continuing Education in our area. The classes will be held at the **Holiday Inn Express, 668 West Kemp, Rhinelander on May 7-8, 2008**. You can register at www.wra.org. There will be **4 - 3 hour classes** provided to complete this requirement. If you have any questions, you may also contact the **Board office**.

Dust off your **Golf Clubs** and get ready for our annual **NWAR Golf outing, RPAC auction and Election of Officers and Directors**. This year's outing will be held in **Rhinelander on Monday, May 19th**. The **RPAC auction** will have a little different format this year so be sure to come and donate!

Last week, I attended **Realtor and Government Day in Madison**. We didn't have the turnout we were hoping for, but I must say I was really glad I went. It was extremely informative, and I will definitely put it on my calendar next year.

I know I'm looking forward to **Spring** and our busy selling season! I hope everyone enjoys a wonderful **Easter** with their families.

Cheryl Kelsey

President, Northwoods Association of Realtors

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The next regularly scheduled
Board of Directors Meeting
Thursday,
March 20, 2008
at the Board Offices.

NWAR 8:30 am
GNMLS 10:00 am

Members are always Welcome!

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

PARTICIPANTS may also request copies of the GNMLS minutes and agenda.





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 Kuczmarski– 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
Christopher S Thomas Eliason Realty, Eagle River**

Mark Krueger Coldwell Banker Mulleady Rhinelander

Partick McFarland First Weber Group

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
Richard Salewske	Re/Max Properties North	
Kathleen Devinger	Re/Max Properties North	
Brenda Thompson	First Weber Group Minocqua	Re/Max First Minocqua
Angela Clothier	First Weber Group Minocqua	Re/Max First Minocqua
Pamela Kopp	Naterra Land	
Mary Radtke	Northland Realty	C-21 Burkett & Assoc Eagle River
Cathy Hillyer		First Weber Group Minocqua
Brad Thacker	C-21 Greater Northwoods	
Scott Reed	Cervenka & Reed	Coldwell Banker Larson Realty, Mercer

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

Hello all,

I hope this letter finds you all happy and looking forward to Spring.

Rules and Regulations committee has met and we have started looking at modifying the rules for the future.

We will keep you apprised of any recommended changes.

There have been more inquires to the NWAR and MLS office from REALTORS regarding ethical behavior than there has in the past. It is important to note the MLS office and the NWAR office do not answer legal questions. For assistance with legal questions you can call the WRA Legal Hotline at 800-799-4468.

FYI

The REALTORS® Code of Ethics, was just modified in January of 2008. You can obtain a copy By going to...

www.realtor.org/mempolweb.nsf/pages/printable2008code

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

NAR implemented a Code of Ethics training policy on January 1, 2001, which requires quadrennial ethics training for every REALTOR® member of NAR. The current quadrennial cycle began on January 1, 2005 and will end on December 31, 2008. All members of NWAR, must have satisfied this requirement through taking a minimum of 2.5 hours of qualified Ethics training.

Have I Completed the Ethics Requirement?

If you have taken New Member Orientation between January 1, 2005 and December 31, 2008, then you have completed the Ethics requirement. If you have questions , please call the Association at 715-356-3400.

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.

SIGN UP SOON seating is limited.

**GAD REPORT– Kevin Jenkins****REALTOR® &
Government Day 2008****Local elections**

While attendance was down compared to last year, REALTOR® & Government Day 2008 was still a success! After hearing from Supreme Court Justice Louis Butler & Keynote Speaker Governor Jim Doyle, REALTORS® from across the state headed to the capitol to give our message to our legislators.

I, along with several NWAR® members & AE Pam Hoffman, met with Senator Roger Breske, Representative Don Friske & Representative Dan Meyer. Main topics of discussion included the Great Lakes Compact, pier rules, health care, property tax reform & the housing information act.

The day concluded with an open discussion between the leaders of both houses/parties. Major points of discussion at this forum included the projected budget deficit & various health care proposals including "Healthy Wisconsin".

I would be happy to discuss these issues in greater depth with any member who wishes to do so. Feel free to either e-mail or call & I will answer any questions that you may have.

April 1st is Election Day in Wisconsin. This year many local races have offices that are contested. In an effort to help educate the membership of NWAR® on those running for office, I have distributed a candidate survey to candidates for city & county offices. Due to the number of offices up for election, surveys were only distributed to the offices that have contested races.

If you are interested in seeing what candidates had to say, send an e-mail to me at gadkevin@verizon.net with the office you are looking for (such as Vilas County District 12 – Candidate X) and I will send a copy of the information to you by fax or e-mail (responses were received either handwritten or by e-mail). Not all candidates responded to the survey – if this is the case for the candidate you are interested in I will let you know.

Please keep in mind that the information is to be used by NWAR® members only and not distributed to third parties. Furthermore, NWAR® will not be forming any endorsements based upon the responses received.



Affiliate Showcase

***The NWAR Affiliates work hard to help you
build your business.***

Affiliate Showcase

PLAN TO ATTEND!!

SPRING GENERAL MEMBERSHIP MEETING

Wednesday March 26th, 2008

Lake of the Torches, Lac du Flambeau

Where: Lake of the Torches

When: Wednesday March 26

Set up: Affiliate 10:00

Showcase : 11:00—1:00 Affiliate showcase

1:00—2:30 Lunch and

General Membership Meeting

Get there early so you can

Visit **all** the Affiliates and enter in our drawings for gas cards

Spring General Membership Meeting, Lake of the Torches

Cash or Check \$12.00 per person by March 18th. After March 18th \$15.00 per person

Credit Card Payments must be made prior to event—add \$2.50 per person

Name _____

Company _____

Email _____

Amount Enclosed \$ _____

Check # _____

Credit Card Payments

Name on Card _____

Expiration Date _____ Security Code _____

Please remit payments and reservations to NWAR PO Box 377 Woodruff, WI 54568

Or fax to 715-358-2338

**FEB 2008 Oneida County Sales—
All Offices**

Average Sale Price: \$202,050

Average Days On Market: 144

Total Cash Value
(Residential): \$6,008,600

Total Cash Value (Commercial): \$457,000

Total Cash Value (Overall): \$6,465,600

Units Sold 32

**FEB 2008 Vilas County Sales—
All Offices**

Average Sale Price: \$151,016

Average Days On Market: 244

Total Cash Value
(Residential): \$3,307,700Total Cash Value
(Commercial): \$316,700

Total Cash Value (Overall): \$3,624,400

Units Sold 24

**FEB 2008 Price County
Sales— All Offices**

Average Sale Price: \$101,380

Average Days On Market: 138

Total Cash Value
(Residential): \$506,900

Total Cash Value (Commercial): \$

Total Cash Value
(Overall): \$506,900

Units Sold 5

**FEB 2008 Forest County Sales—
All Offices**

Average Sale Price: \$81,075

Average Days On Market: 259

Total Cash Value
(Residential): \$486,450

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$486,450

Units Sold 6

**FEB 2008 Lincoln County
Sales—All Offices**

Average Sale Price: \$71,281

Average Days On Market: 110

Total Cash Value
(Residential): \$570,250

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$570,250

Units Sold 8

**FEB 2008 Iron County Sales— All
Offices**

Average Sale Price: \$162,500

Average Days On Market: 329

Total Cash Value
(Residential): \$85,000Total Cash Value
(Commercial): \$240,000

Total Cash Value (Overall): \$325,000

Units Sold 2

FEBRUARY 2008 Langlade County Sales— All Offices

Average Sale Price: \$128,890

Average Days On Market: 143

Total Cash Value (Residential): \$1,249,900

Total Cash Value (Commercial): \$39,000

Total Cash Value (Overall): \$1,288,900

UNITS SOLD 10

2008**All Sales— All Counties— All Offices****2007**

Average Sale Price: \$152,500

Average Days On Market: 180

Total Cash Value (Residential): \$12,214,800

Total Cash Value (Commercial): \$1,052,700

Total Cash Value (Overall): \$13,267,500

Units Sold 87

Average Sale Price: \$145,360

Average Days On Market: 219

Total Cash Value (Residential): \$19,151,869

Total Cash Value (Commercial): \$1,343,900

Total Cash Value (Overall): \$20,495,769

Units Sold 141



Northwoods Association of REALTORS®
Board Meeting Minutes February 21, 2008
Board Office
Woodruff, WI. 54568

The meeting was called to order at 8:30 by President Cheryl Kelsey, followed by the Pledge of Allegiance.

Present: Cheryl Kelsey, Rich Zoerb, Duanne Swift, Anita Wilde, Jim Klaric, Adam Redman, Denise Goldsworthy and Leonard Ciskowski.

Absent: Joan Seramur, Mike Mulleady and Nancy Kuczmariski.

Also Present: Pam Hoffman and Kevin Jenkins.

Proceedings:

Consent Agenda: M/S/C (Rick Zoerb, Jim Klaric) to approve and place on record the consent agenda.

Finance Report: Rick Zoerb

M/S/C (Denise Goldsworthy, Jim Klaric) to approve and place on record January Treasurer's report.

Gad Report: Kevin Jenkins

M/S/C (Anita Wilde, Adam Redman) to retain "no position" regarding the Rhinelander School referendum and to support WRA and the Wisconsin Way project. The Wisconsin Way project is looking to improve the taxation process in Wisconsin.

AE Report: No action required

Adjournment: (Jim Klaric, Denise Goldsworthy)

Meeting was adjourned at 10:10.

Next Meeting March 20,2008.

Respectfully submitted

Pamela J. Hoffman
Association Executive

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!
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