



The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 10 Issue 1

October/November 2008



President's Message Rick Zoerb

Your GNMLS Board appointed a committee that spent countless hours researching over 28 MLS service providers, including Realty Server, and determined that Innovia offered a better future for the GNMLS members and participants. Stay tuned for more updates on training and implementation of the new system.

As the end of 2008 quickly approaches, I'd like to take a moment to look back on the events that have shaped this year. While much has happened to give concern about our futures (wild stock market fluctuations, bank bailout packages, world & American economic crises, etc.) there is still much about which to be positive. The upcoming presidential election has been, and is sure to continue being, a dynamic and exciting experience for the American public. And while the effects of the recently passed Economic Stimulus Package have yet to be realized, I'm confident that hope and optimism for Wall & Main Streets are just around the corner!

We continue to move forward with the conversion to our new MLS service provider, Innovia. With Innovia, our members will have a program that will help our agents in an increasingly competitive environment as well as allowing us to provide more services to our customers and clients. No one enjoys change for the simple sake of change.

I would also like to take this opportunity to publicly thank Mike Mulleady. At the installation banquet last month, Mike offered his prospective on the current challenges we face and how we can best deal with them in an unpredictable real estate market. Mike suggested we are in some ways responsible for how the public perceives the current housing situation. Mike has asked that each of us, as agents, promote the positive real estate opportunities available even in today's market. If our focus is on the many pluses within the market, and not just echoing the doom and gloom rhetoric of the national media, we can help to turn people's perspectives and opinions of the market around.

I look forward to serving as your President of NWAR. Please feel free to contact me with any questions, concerns, comments or suggestions you might have regarding our organization.

Rick Zoerb
NWAR President



Inside this issue:

<i>President's Message</i>	1
<i>Membership Update</i>	2
<i>Calendar of Events</i>	3
<i>Sales Stats by County</i>	4
<i>MLS President Election</i>	5
<i>NWAR & MLS Joint Board Meeting Minutes</i>	6

The next regularly scheduled Board of Directors Meeting will be held on Thursday, November 20, 2008 at 8:30 am.

This will be a joint meeting of the NWAR & MLS boards.

Members are always Welcome!

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



The Northwoods REALTOR®

2008/2009 NWAR Board of Directors Officers

Rick Zoerb – President-365-3028
Denise Goldsworthy – Sec/Treas-479-4431
Cheryl Kelsey – Past President -356-9897

Directors

Kim Brixus-453-1188
Jim Klaric – 356-4457
Jake Nelson – 369-1223
Dennis Hurst – 356-9521
Cathy Hillyer -356-9521

Ex Officios

Joan Seramur – 356-3207
Mike Mulleady – 356-4457



MEMBERSHIP UPDATE

First Notice of Orientation

Steve Braker, Jim Tait Real Estate, Minocqua

First Notice of Installation

None

Second Notice of Installation

Barry Klatt—First Weber Group, Minocqua

Installation is the final step to becoming a REALTOR®. Applicants have two consecutive opportunities to attend a GMM and complete installation.

The next scheduled installation is December 4, 2008 at the Whitetail Inn, St Germain.



Incoming NWAR President Rick Zoerb swears in and welcomes new REALTORS® at the September General Membership at the Holiday Acres Supper Club in Rhinelander. L TO R: Maribeth Gensler, Michael Orr, Audrey Kulaf, Heather Zoerb, and Marcia Pluess.

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

Editorial Staff

Membership Transfers

NAME	FROM	TO
Laura Then	Coldwell Banker, Minocqua	
Rick Henderson	Coldwell Banker, Minocqua	
Michelle Miljevich	Re/Max Action North, Mercer	
Russ Landt	Coldwell Banker, Woodruff	
Jim Nieckula	Re/Max First, Minocqua	
Ted Thomas	Re/Max First, Minocqua	
Donald Smith	Eliason Realty, Eagle River	
Robert Woelfel	Century 21 Hilgart, Park Falls	
Mathew Steger	Absolute Realtors, Antigo	
Deborah Miller	Miller & Associates, Three Lakes	



SHOES FOR ALL

Once again it is time for the annual collection to be used by the Lakeland Sharing Foundation to provide a joyful Christmas for over 1000 children. This year they will be providing gifts and dinners for families in the Lakeland Union High School District. Any amount of money that you can spare would be of great help. NWAR has always been a major supporter of this cause and I hope we can be again. Just a reminder, we are not collecting shoes—just the funds needed to make this possible. Please send your contributions to Val at Coldwell Banker, Mulleady Realtors, PO Box 1030 Minocqua WI 54568 or call me at 715-356-4457 and I will pick them up.

Thank you,
Val Oscislowski
Shoes for All Chairman
Coldwell Banker, Minocqua



EVENTS CALENDAR November 2008

- 3 & 4 - Continuing Education 8:30am—4:00pm, Board Office
- 13 & 14 Continuing Education 8:30am—4:00pm, Board Office
- 20 NWAR & MLS Joint Board Meeting 8:30am, Board Office
- 24 & 25 Continuing Education 8:30am—4:00pm
- 27 & 28 Thanksgiving Holiday—Board Office Closed

Training for the Innovia MLS system will begin in mid—November. The schedule will be published as soon as it is available. Watch your email notifications from NWAR for further details.



Sept 2008 Oneida County
Sales- All Offices

Average Sale Price: \$189,797

Average Days On Market: 117

**Total Cash Value
(Residential):** \$13,096,033

Total Cash Value (Commercial): \$0

**Total Cash Value
(Overall):** \$13,096,03

Units Sold 69

Sept 2008 Forest County
Sales - All Offices

Average Sale Price: \$129,987

Average Days On Market: 151

**Total Cash Value
(Residential):** \$1,039,900

Total Cash Value (Commercial): \$0

**Total Cash Value
(Overall):** \$1,039,900

Units Sold 8

Sept 2008 Vilas County
Sales - All Offices

Average Sale Price: \$240,387

Average Days On Market: 210

**Total Cash Value
(Residential):** \$10,703,824

**Total Cash Value
(Commercial):** \$354,000

**Total Cash Value
(Overall):** \$11,057,824

Units Sold 46

Sept 2008 Lincoln County
Sales—All Offices

Average Sale Price: \$108,992

Average Days On Market: 165

**Total Cash Value
(Residential):** \$1,416,900

Total Cash Value (Commercial): \$0

**Total Cash Value
(Overall):** \$1,416,900

Units Sold 13

Sept 2008 Price County
Sales - All Offices

Average Sale Price: \$80,247

Average Days On Market: 368

**Total Cash Value
(Residential):** \$1,364,200

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,364,200

Units Sold 17

Sept 2008 Iron County
Sales - All Offices

Average Sale Price: \$104,312

Average Days On Market: 246

**Total Cash Value
(Residential):** \$1,669,000

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$1,669,000

Units Sold 16

September 2008 Laclede County Sales- All Offices

Average Sale Price: \$97,069

Average Days On Market: 156

Total Cash Value (Residential): \$1,694,200

Total Cash Value (Commercial): \$150,127

Total Cash Value (Overall): \$1,844,327

UNITS SOLD 19

2008

September Sales- All Counties- All Offices

2007

Average Sale Price: \$167,490

Average Days On Market: 182

Total Cash Value (Residential): \$30,984,057

Total Cash Value (Commercial): \$504,127

Total Cash Value (Overall): \$31,488,184

Units Sold 188

Average Sale Price: \$148,707

Average Days On Market: 207

Total Cash Value (Residential): \$24,972,525

Total Cash Value (Commercial): \$1,200,000

Total Cash Value (Overall): \$26,172,525

Units Sold 176

**2008/2009 OFFICER INSTALLATION BANQUET
HOLIDAY ACRES, RHINELANDER , WI
SEPTEMBER 25, 2008**



Newly installed NWAR Officers - Past President Cheryl Kelsey and President and REALTOR® of the Year Rick Zoerb



MLS Officers and Directors—Jim Mulleady, Jr., Kathy Dolch, Pete Morgan, and Andrea Krueger.



NWAR Officers and Directors— Jake Nelson, Kim Brixus, Rick Zoerb, Cathy Hillyer, Cheryl Kelsey, Denise Goldsworthy.



Congratulations to Mike Mulleady, 2008-2009 WRA Chairman, hope you have a great year!



No party would be nearly as successful without the planning and organization of Mary Thompson, she's the best!!! Pictured here with Mary is Deb Duncan M & I Bank, Woodruff our Affiliate of the Year!

**2008-2009
GNMLS Officers & Directors**

OFFICERS

**Kathy Dolch, President –365-6008
Jim Mulleady, Jr. Pres Elect- 479-1774
Carolyn Cwik, Sec/Treas. 453-1188
Jim Gabrielsen, Past President 339-2181**

DIRECTORS

**Erik Johnson-356-3207
Mark Wagner-762-3291
Jerry Burkett-479-3090
Pete Morgan-356-2121
Andrea Krueger-453-3365**

Northwoods Association of REALTORS
Greater Northwoods MLS
Joint Board Meeting Minutes
October 16, 2008
Board Office, Woodruff, WI

Call to Order: NWAR President – Rick Zoerb, MLS President – Kathy Dolch - 8:32am

NWAR Board Members Present: Cheryl Kelsey, Denise Goldsworthy, Jake Nelson, Dennis Hurst, Joan Seramur (in at 0834), Kim Brixius, Cathy Hillyer, Adam Redman (in at 0833), Jim Klaric

GNMLS Board Members Present: Carolyn Cwik, Andrea Krueger, Erik Johnson (in at 0844), Mark Krueger, Pete Morgan, Jerry Burkett, Jim Mulleady Jr.

Others Present: Patricia Fried, Staff, Kevin Jenkins, GAD

Excused Absent: Mike Mulleady, Jim Gabrielsen

M/S/C – NWAR & GNMLS - Amend the agenda to allow for an Associates Forum so those present may express their opinions on the MLS system change

CONSENT AGENDA

M/S/C -Approval of amended October Joint Agenda

M/S/C -Approval of September Joint minutes with the following amendments: Add Mike Mulleady's name to the list of board members that were excused/absent, amend first motion under old business to read NWAR to not include name of motioned and seconded by in minutes, add adjourn from executive session at 1:15.

ASSOCIATES FORUM

Members came to present their opinions regarding the change to the Innovia MLS software. Attendance sheet was requested to be signed by all in attendance to speak on issue. Those who signed in are: Mary Radtke, Tara Stephens, Diana Chopin, Jim Tait III, DJ McMullen, Brenda Schmidt, Frank Michel, Tom Tambellini, Eugene Polinski, Dave Foster, Rick Maney, Joe Reid, Don McDonald and Audrey Kulaf. Ed Choinski submitted a fax statement. Others were in attendance but did not sign in as requested.

COMMITTEE REPORTS

Review of letter prepared by Rich Anderson, Anderson Metz Accountants. Outline of recommended accounting procedures. M/S/C – Form an Ad-Hoc Finance Committee with members to be comprised of the current NWAR Treasurer, Past NWAR Treasurer, GNMLS Treasurer and the Accountant

M/S/C - Approval of September NWAR treasurer report

M/S/C - Approval of September MLS treasurer's report (3 abstain).

Public Relations - Cathy Hillyer would like ideas to encourage Realtors to participate in charity events and other fund raisers. Dennis Hurst spoke to the DECCA group at the high school about the real estate industry as a profession. Cathy Hillyer will submit a press release to the Lakeland Times.

Education - Cheryl Kelsey - Next year we will look for speakers to offer some programs for Realtors. Need to wait until CE classes are completed and see what the budget is after renewals.

NEW BUSINESS

M/S/C to confirm Kathy Dolch as GNMLS president until after election and installation of new president.

M/S/C to send document prepared by attorney and signed by entire board authorizing release of GNMLS data to Innovia.

M/S/C to ratify slate of nominees for MLS President – GNMLS

M/S/C to ratify slate of nominees for MLS President - NWAR

Carolyn Cwik gave update on Innovia. Should be ready to go as soon as RealtyServer transfers the data. Discussion about PCS issue, probably will not be included in the data transfer as RealtyServer claims that is a separate service. Once data has been made available to Innovia we will set up the training schedule.

M/S/C to table discussion and acceptance of organizational flow chart to give board time to review it.

M/S/C to acknowledge Habitat for Humanity as the only charity officially supported by NWAR. Any other requests for charity support need to be presented to the board on a case by case basis.

Dennis Hurst volunteered to chair a committee to review the board office employee handbook and policies and procedures manual. He will ask other members to assist him.

Adjournment 12:15pm to Executive Session – Personnel Committee

Board adjourned out of Executive Session at 2:00