



The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 9 Issue 1

September 2007



DUANNE SWIFT PRESIDENT'S MESSAGE

For some reason I have always placed a value on consistency. It relieves some pressure through the development of a level of confidence that there are some things that change little. This is my 12th and last editorial for this newsletter and all have been late.

Testament to the patience and perseverance of Dawn Kennedy, who as you all know by now is leaving her post after three years of providing leadership to a bunch of type A personalities, who on their best day could only be described as "difficult." Dawn will be missed by the association and she has performed her duties (most of which none of us fully understand) admirably. She has seen NWAR and the GNMLS though both crisis and significant change and she has provided stability where little had existed prior to her arrival.

There is an old saying in business circles that goes something like; "the only irreplaceable person is the one who can stick their hand in a bucket of water, pull it out and leave a hole."

While Dawn certainly hasn't achieved that status her departure

Cheryl Kelsey, incoming NWAR president, is heading a selection committee whose primary challenge is to secure leadership that will not only sustain the association momentum that Dawn established but to elevate it to even higher levels of performance. I am confident they will accomplish this but they will need your support during the transition.

I forget the comedian who is credited with saying, "Always leave 'em laughing," but in the world of association management the version is, "Always leave 'em better than you found 'em." Dawn Kennedy has done that and she received the highest compliment anyone in her position can receive at a recent meeting when a board member said to her, "Is there ANYTHING we can do to convince you to stay?" The equivalent of a well deserved standing ovation for a job well done.

Duanne Swift– NWAR President
Butternut Creek, LLC

REMINDER!!!

The next General Membership Meeting will be held on Thursday September 27, 2007 at the Whitetail Inn, St Germain. New Officers and Directors will be installed. Please see registration information on page 7

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The next regularly scheduled Board of

Directors Meeting Thursday September 20, 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: mlspat@verizon.net



The Northwoods REALTOR®

A publication of the Northwoods Association of REALTORS®

Officers of the Association

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

Directors

- Nancy Kuczmariski– 365-3000
- Anita Wilde- 356-9897
- Theresa Williams-356-2388
- Adam Redman –356-3207
- Jim Klaric-356-4457
- Rick Zoerb– 365-3000

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



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

MEMBERSHIP UPDATE

Second Notice of Orientation

Sam Skobel—C21 Pierce Realty, Mercer

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

- Diane Goerig– CB Larson, HUR
- Jessica Bloecher– First Weber-ER
- Brad Lila– Creel Land-CVR
- Gayle Colassaco– CB Larson, Hurley
- Tammy Erickson– CB Larson, Hurley
- Ed Higgins– First Weber– ER
- Tina Bock– Schmidt Haus Realty– MW
- Scott Hempel-Eliason Realty– St.G
- Diane McMullen– Vacationland Properties, MQA
- Karl Pippinger –Re/Max New Horizons-PH
- Craig Wassen—First Weber, MQA
- John Davis –First Weber, MQA

- Rochelle Koester– First Weber,RH
- Becky Prigge-Jim Tait, BJ
- Gary Eder-CB Larson, PF
- Diane Krieghoff-Eliason, ER
- Joe Reid– C21 Burkett, SC
- Doug Schulze-CB Larson, MER
- Brenda Flasch-Jim Tait, MQA
- Don Wisnosky-NW Realty, MQA
- Jim Hansen-Re/Max ER
- Barbara Schjoneman-C21 Woods to Water, MQA
- Beverly Roberts-CB Larson, MER
- Cindy Olson- Big Fish, MQA
- Barbara Peck-Headwaters, PI
- Tom Krolcyk– RE/MAX First MQA
- Keith Devos—Lakeshore Realty, LOL
- Dave Warancut– CB Bartels– LW
- Bob McCormick– C21 Hilgart-PH
- Shane Terzinski—C21 Pine Point – RH
- Jim Nieckula—Re/Max First, 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
Sidney Schmitz	Coldwell Banker, Mercer	Released
Tammy Bjork	Schmidt-Haus, MW	Released
Robert Christman	Re/Max Invest, RH	Released
Suzanne Luedtke	Re/Max Invest, RH	Released
Jackie Kortora	Coldwell Banker, MQA	Vacationland Prop, MQA
Elaine Vanderslice	Coldwell Banker,PF	Released
Mindy Fox	Vacationland Properties, MER	Schmidt-Haus, MW
Edward Foxe	Coldwell Banker, WDF	Ray Weber Realy, STG
Cindy Pipkorn,	Birchland Realty,PH	Released
Pamela Anderson	Jim Tait, MQA	Released
Jeffery Kalvelage	Century 21, RH	Released
Theresa Williams	Schmidt-Haus, MQA	Released
Mitchell Meyer	David Clark Realty	Released
Mark J Wagner	Blakely & Blakely	First Weber, MQA



GAD REPORT– Kevin Jenkins



A Local Phosphorous Ban?

At the August meeting of the Oneida County Board of Supervisors, the Land and Water Conservation Committee proposed a resolution. The resolution 1) encouraged the Oneida County Land & Water Conservation Department to pursue and ordinance which would prohibit both the sale and use of lawn fertilizers containing phosphorous, except in cases which soil tests showed a need for phosphorous and 2) encouraged the Wisconsin State Legislature to enact legislation (the same that Oneida County is considering in an ordinance).

There were many questions by supervisors to include enforcement mechanisms (who would enforce & how) and why was there a need for the ordinance.



Conservation staff pointed out that phosphorous in waters encourages rapid growth of vegetation, resulting in decreased navigability and usability of waterways. They pointed out that if one wished to use phosphorous in their lawn, lake water already contains a plentiful amount of phosphorous, thereby eliminating the need for fertilizer. Furthermore, it was noted that many times soil condition will determine whether or not phosphorous is necessary in a fertilizer – many times it is not. Some supervisors felt it necessary, as phosphorous does help to ensure a strong root system during the initial growth phase of a lawn.

When a vote was taken, the measure to request the state to enact legislation was passed, and the local ordinance option was referred back to committee. It should be noted that only two counties in the State of Wisconsin ban phosphorous, they are both in the southern portion of Wisconsin.

As this issue progresses, the NWAR® Legislative Committee will be involved if necessary, along with guidance from WRA.

Kevin Jenkins

**The
“HARLEM AMBASSADORS”
Are Coming Soon!
AND
HABITAT For HUMANITY is looking for a
“Few Good Men... AND Women”!
To play Basketball on the “Habitat Hammers”
No Experience Necessary!
Come Play against the “Harlem Ambassadors”
On Tuesday, September 25, 2007!
Help Habitat for Humanity
Help the Community
Have Fun – Play Ball**

For More Details Call Aprelle Rawski @ 715-482-0521
or
Email @ apr_backroads@newnorth.net



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



MLS NEWS



GNMLS President's Message- Jim Gabrielsen

Dear MLS'ers

This will be my last letter to you as President, and it has been an honor to serve you this past year. My thanks to the other Officers, the Board of Directors, the Committee Chairs, and our very capable staff for a year of growth and progress. Needless to say, our departing AE, Dawn Kennedy, has been a tremendous asset, and we wish her "God's Speed" as she leaves to lead a much larger board in Oklahoma City.

To help us out until we have a new AE, please call Realty Server directly for Interface support & questions. Please call Angela at 866-531-7065 Thank you.

This past year we completed a lot of improvements on our MLS software adding features like video streaming, IDX frameable linking, and adding documents, and by changing fields, to try to make the system as useful as possible. And we have a system in place for continual improvements.

We initiated the Inter board Data sharing project which will continue into next year.

We will be offering a technology help line, effective October 1, 2007 through a 3rd party vendor, at no additional cost to our members. Watch for more details.

I wish to welcome Kathy Dolch as incoming President, and her team of Officers and Directors. They will be recognized at the general membership meeting on September 27th, and assume the duties effective Oct. 1, 2007.

Thank you all for a great year!

Best regards,
Jim Gabrielsen
MLS President
Broker Birchland Realty



2006-2007

GNMLS Officers &

Directors OFFICERS

President- Jim Gabrielsen-
Birchland Realty-339-2181

President- Elect- Kathy
Dolch- C2I Pine Point-
365-6000

Sec/Treasurer- Pat Van
Hefty- Big Fish Realty-
356-0047

Past-President- Joan Ser-
amur- First Weber-
MQA-356-9521

DIRECTORS

Jim Mulleady Jr-
CBMulleady 479-1774
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



Aug 2007 Oneida County Sales- All Offices

Average Sale Price: \$210,208
Average Days On Market: 152
Total Cash Value (Residential): \$23,935,178
Total Cash Value (Commercial): \$1,500,000
Total Cash Value (Overall): \$25,435,178

Units Sold 121

Aug 2007 Vilas County Sales- All Offices

Average Sale Price: \$254,801
Average Days On Market: 222
Total Cash Value (Residential): \$22,152,300
Total Cash Value (Commercial): \$525,000
Total Cash Value (Overall): \$22,677,300

Units Sold 89

Aug 2007 Price County Sales- All Offices

Average Sale Price: \$86,013
Average Days On Market: 188
Total Cash Value (Residential): \$2,435,400
Total Cash Value (Commercial): \$145,000
Total Cash Value (Overall): \$2,580,400

Units Sold 30

Aug 2007 Forest County Sales- All Offices

Average Sale Price: \$85,488
Average Days On Market: 170
Total Cash Value (Residential): \$683,900
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$683,900

Units Sold 8

Aug 2007 Lincoln County Sales- All Offices

Average Sale Price: \$110,304
Average Days On Market: 318
Total Cash Value (Residential): \$998,950
Total Cash Value (Commercial): \$435,000
Total Cash Value (Overall): \$1,433,950

Units Sold 13

Aug 2007 Iron County Sales- All Offices

Average Sale Price: \$142,141
Average Days On Market: 211
Total Cash Value (Residential): \$1,421,410
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$1,421,410

Units Sold 10

August 2007 Langlade County Sales- All Offices

Average Sale Price: \$98,791
Average Days On Market: 227
Total Cash Value (Residential): \$2,864,950
Total Cash Value (Commercial): \$0
Total Cash Value (Overall): \$2,864,950

UNITS SOLD 29

2007 TOTAL SALES AUGUST — ALL 7 COUNTIES — ALL OFFICES 2006

Average Sale Price: \$190,324
Average Days On Market: 193
Total Cash Value (Residential): \$54,492,088
Total Cash Value (Commercial): \$2,605,000
Total Cash Value (Overall): \$57,097,088

Average Sale Price: \$159,354
Average Days On Market: 535
Total Cash Value (Residential): \$48,596,930
Total Cash Value (Commercial): \$3,830,575
Total Cash Value (Overall): \$52,427,505

Units Sold 300

Units Sold 329



PLAN TO ATTEND!!
FALL GENERAL MEMBERSHIP MEETING
THURSDAY SEPTEMBER 27, 2007
WHITETAIL INN, ST GERMAIN

Installation of New Officers & Directors
Installation of New Realtors
Cornerstone Builders -*Realtors on the Go* drawing

Social Hour -4:30p.m
Dinner - 5:30-6:15 p.m
Programs and speakers immediately following dinner

Fall General Membership Meeting, Whitetail Inn, St Germain

Cash or Check \$20.00 per person

Credit Card Payments must be made prior to event—\$22.50 per person

*****Please indicate dinner selection below*****

Stuffed Pork Tenderloin _____ Half Charbroiled Chicken

Name _____

Guest _____

Amount Enclosed \$ _____

Credit Card Payments

Name on Card _____

Expiration Date _____ Security Code _____

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