



The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 9 Issue 1

September 2008

Inside this issue:

NWAR President' Message	1
Membership Update	2
GNMLS President's Message	3
GAD Update Kevin Jenkins	4
Board Meeting Min-	5
August Sales Stats	6



NWAR PRESIDENT'S MESSAGE Cheryl Kelsey

Again, I'm going to solicit help for the incoming Board. We need your help! There are numerous committees, each with varying levels of participation. Please contact the board office and let them know you are interested in helping in some way.

As I pass the gavel to Rick Zoerb, I want to again thank everyone in every capacity that has helped our organization this year. We could not have gotten through this year without the enormous help of all the volunteers. I look forward to continuing to serve all of you in the Past President chair and welcome any suggestions you may have regarding our organization.

**Cheryl Kelsey
President, NWAR**

As the outgoing President of the Northwoods Association of Realtors, I want to say it has been a privilege to serve all of you. I want to try to begin to thank our Board staff, they have a big job everyday trying to take care of all of us. I also want to thank all of the professionals on my Board and the MLS Board, it has been an eventful year. I can't begin to tell you how many hours we have spent this year in the different committees, but I feel it has been rewarding, and we have all grown from it.

I also want to congratulate Mike Mulleady, our new Chairman of the Wisconsin Realtor Association. I hope everyone appreciates how privileged we are to have another leader from the Northwoods. Joan Seramur was our Chairman in 2001. We are very fortunate to have this representation at the State level.



**The next regularly
scheduled**

Board of Directors Meeting

Thursday,

October 16, 2008

at the Board Offices.

NWAR 8:30 am

GNMLS 10:00 am

**Members are always Wel-
come!**

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

CONTINUING EDUCATION CLASSES AT BOARD OFFICE.

**We still have a few openings for CE in November and December
Contact the Board Office for dates and times.**

715-356-3400/ 715-356-9189

**PARTICIPANTS may also re-
quest copies of the GNMLS
minutes and agenda.**



The Northwoods REALTOR®

A publication of the Northwoods Association of REALTORS®

2007-2008 NWAR

Officers of the Association

Cheryl Kelsey- President – 356-9897

Rick Zoerb- Sec/Treas– 365-3000

Duane Swift- Past Pres - 358-9490

Directors

Nancy Kuczmariski– 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

MEMBERSHIP UPDATE

First Notice of Orientation

None

Second Notice of Orientation

None

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

Barry Klatt - First Weber Group, Minocqua

Rose Pera—Headwaters Realty, Presque Isle

Marcia Pluess— Owl’s Nest Realty, Eagle River

Maribeth Gensler—Miller & Assoc., Three Lakes

Heather Zoerb—First Weber Group, Rhinelander

Audrey Kulaf—Century 21 Burkett, Eagle River

Michael Orr—Naterra Land, Minocqua

Installation is the final step to becoming a REALTOR®. Applicants have two consecutive opportunities to attend a GMM and complete installation. The next opportunity for new member installation will be December 4, 2008 at the Whitetail Inn, St Germain.



Membership Transfers

NAME	FROM	TO
Craig Wassen	First Weber / Minocqua	
Richelle Kohl	Schmidt Haus / Minocqua	Re/Max First / Minocqua
Charles Wickman	Wickman Construction / Woodruff	
Brian Engle	First Weber / Eagle River	Coldwell Banker / Land O Lakes
Mary Duero	Vacationland Properties / Minocqua	
Peter Duero	Vacationland Properties / Minocqua	
Rebecca Sanderson	Vacationland Properties / Minocqua	
Greg Herman	Century 21 Greater Northwoods / Minocqua	
Patrick Bloczynski	Coldwell Banker Mulleady / Minocqua	
Mary Kmiotek	Century 21 Burkett & Associates / Eagle River	
Scott Herbst	Century 21 Hilgart / Park Falls	
Mark Krueger	Coldwell Banker Mulleady / Rhinelander	
William Draeger	Century 21 Burkett & Associates/Eagle River	

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.

Editorial Staff



MLS NEWS



**GNMLS
President's Message
Kathy Dolch**



**2007-2008
GNMLS**

OFFICERS

President– Kathy Dolch, Century
21 Pine Point 365-6000

President– Elect – Vacant

Sec/Treasurer—Carolyn Cwik
Re/Max Properties North
453-1188

Past President—Jim Gabrielsen
Birchland Realty 339-2181

DIRECTORS

Jim Mulleady Jr- CB Mulleady
479-1774

Connie Brayton- Lake Country
Realty- 275-5222

Erik Johnson– RE/MAX First–
MQA-356-3207

Mark Wagner—Century 21
Hilgart 762-3291

Thank you all for a great year—it has been a pleasure to serve as your MLS President! I am looking forward to this next “term” as well, as the board continues to work on getting the new MLS in place.

Thank you to all of the officers, directors, committee members, and volunteers of both the NWAR & MLS boards. We all worked together very closely this year—Special thanks to NWAR President Cheryl Kelsey!

We will continue to send out updates on the MLS as it progress, as well as a schedule for training sessions around the end of October/early November. Watch your email for future information.

The board will also be holding a special election in the upcoming weeks to fill the position of MLS President for 2008-2009. In the event that the position is filled by a current director, the Participant with the second leading amount of votes will then fill the vacated directorship. Officers of our current MLS board have offered to stay on temporarily until this process is complete. Watch the MLS pop-ups, email, and mail for information regarding the election dates, necessary qualifications, and how to apply for an absentee ballot. Please be assured that the board is doing everything they can to fill this position with a well qualified member.

I look forward to the coming year serving as your Past President.

Kathy Dolch

GNMLS President





Kevin Jenkins Government Affairs Director

With the November election just under six weeks away, now is a great time to hear from the candidates about issues that are important to you. Over the next few weeks Jim Holperin and Tom Tiffany, the candidates for the 12th Senate District, will be holding several forums throughout the district. The dates, times & locations of the forums are as follows:

AARP candidate forum
Wednesday, Oct. 8, 10-11:30am
Holiday Acres Resort
4060 South Shore Dr.
Rhineland

Northwoods Alliance for School Funding Reform
political forum
Thursday, Oct. 9, 7pm
Lakeland Union High School
9573 State Highway 70
Minocqua

Tomahawk Chamber/WJJQ WI State Senate forum
Wednesday, Oct. 15, 6-7pm
Tomahawk Community Bank
Community Room, Second floor
15 East Wisconsin Avenue
Tomahawk

Northwoods media political debate
Hosted by: WRJO, WXPR, NewsOfTheNorth,
Rhineland Daily News, Star Journal, New Radio Group
Thursday, Oct. 16, 6-8pm
Nicolet Area Technical College
Learning Resource Center
5364 College Drive
Rhineland

Coalition of Wisconsin Aging Groups
candidate forum
Monday, Oct. 27, 10:30am-12pm
Antigo Senior Center
411 Superior St.
Antigo

Please feel free to contact me with any questions.

Kevin Jenkins

Northwoods Association of REALTORS®, Government Affairs Director

gadkevin@verizon.net

715-367-0206



CALENDAR OF EVENTS

OCTOBER 2008

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16 NWAR & MLS Board Meetings	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

NWAR & GNMLS Joint Board Meeting
Board Meeting Minutes August 27, 2008
Board Offices, Woodruff, WI

Call to Order: Presidents Cheryl Kelsey and Kathy Dolch- 8:32

NWAR Board Members Present: Jim Klaric, Nancy Kuczumski, Denise Goldsworthy, Rick Zoerb, Adam Redman, Joan Seramur

MLS Board Members Present: Mark Wagner, Connie Brayton, Jim Mulleady Jr. Jim Gabrielsen

Late Attendees: Anita Wilde, Carolyn Cwik

Others Present: Patricia Fried, Staff, Kevin Jenkins, GAD, Cathy Hillyer, Dennis Hurst

Excused: Mike Mulleady, Duanne Swift, Erik Johnson

Proceedings:

M/S/C (Seramur,Brayton) to approve July joint meeting minutes

M/S/C (Klaric,Wagner) to approve new NWAR members

M/S/C (Klaric,Goldsworthy) to approve July NWAR treasurer's report

M/S/C (Mulleady, Brayton) to approve July MLS treasurer's report

M/S/C (Kuczumski,Klaric) to raise 2009 NWAR membership dues to \$125.00. Wilde opposed.

M/S/C (Seramur,Klaric) to approve having Anderson Metz review and re-categorize expenses for easier clarification when reviewing expenditures. Seramur moved to approve with condition that payroll be moved in house to offset the cost. \$1000.00 has been budgeted for this expense.

M/S/C (NWAR Zoerb,Redman) (MLS Cwik, Mulleady) approve modification of NWAR and MLS financial reports to include column indication spending in previous month.

Discussion and agreement to have all relevant committee chairs attend and present updates at each monthly meeting.

M/S/C (Klaric, Seramur) to approve having payroll prepared in house.

M/S/C (NWAR Klaric,Zoerb)(MLS Cwik, Brayton) to approve expense sheet be mandatory for all board member and staff expense reimbursements.

NWAR and MLS budget discussion moved to executive session.

Discussion regarding replacement of Lenny Ciskowski as Professional Standards chairperson. Cheryl Kelsey will speak to Lisa Raczynski about filling the position as she also attended the Professional Standards training conference.

Discussion followed regarding what recourse does the board have if we pay to send individuals to specific training and they then leave or choose not to perform the service. Need to address in bylaws or rules.

Discussion regarding travel expenses to be covered by NWAR or MLS. Anticipated expenses must be presented to board for approval. Will try to review requests for each upcoming quarter.

Report by Joan Seramur with regard to committee formed to study feasibility of combining the two boards. A diverse group of volunteers from different areas of the MLS, and also mix of brokers and agents is being sought. Committee participants as of now are; Jerry Burkett, Mark Wagner, Rick Zoerb, Carolyn Cwik. The committee will begin its research after Labor Day.

Carolyn Cwik reported on progress of Innovia MLS system conversion. 4 input sheets being developed, many volunteers are joining webinars to assist with the information to be included. Jim Mulleady Jr. will prepare a weekly progress update to be distributed to the membership via constant contact.

Adjournment to executive session 11:00am.

Next Meeting: Thursday, September 18, 8:30 am Board Office, Woodruff, WI

Minutes taken by Kevin Jenkins and Patricia Fried. Prepared by Patricia Fried

**Aug 2008 Oneida County Sales-
All Offices**

Average Sale Price: \$203,453

Average Days On Market: 178

Total Cash Value
(Residential): \$14,764,810Total Cash Value
(Commercial): \$1,104,600

Total Cash Value (Overall): \$15,869,410

Units Sold 78

**Aug 2008 Vilas County Sales-
All Offices**

Average Sale Price: \$

Average Days On Market: 203

Total Cash Value
(Residential): \$6,909,029

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$6,909,029

Units Sold 48

**Aug 2008 Price County
Sales- All Offices**

Average Sale Price: \$64,745

Average Days On Market: 263

Total Cash Value
(Residential): \$841,695

Total Cash Value (Commercial): \$0

Total Cash Value
(Overall): \$841,695

Units Sold 13

**Aug 2008 Forest County Sales-
All Offices**

Average Sale Price: \$78,625

Average Days On Market: 210

Total Cash Value
(Residential): \$314,500

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$314,500

Units Sold 4

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

Average Sale Price: \$125,900

Average Days On Market: 203

Total Cash Value
(Residential): \$2,014,400

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$2,014,400

Units Sold 16

**Aug 2008 Iron County Sales-
All Offices**

Average Sale Price: \$90,053

Average Days On Market: 323

Total Cash Value
(Residential): \$1,170,700

Total Cash Value (Commercial): \$0

Total Cash Value
(Overall): \$1,170,700

Units Sold 13

August 2008 Langlade County Sales- All Offices

Average Sale Price: \$86,746

Average Days On Market: 185

Total Cash Value (Residential): \$2,110,650

Total Cash Value (Commercial): \$58,000

Total Cash Value (Overall): \$2,168,650

UNITS SOLD 25

August 2008**All Sales- All Counties- All Offices****August 2007**

Average Sale Price: \$148,764

Average Days On Market: 206

Total Cash Value (Residential): \$28,441,584

Total Cash Value (Commercial): \$1,162,600

Total Cash Value (Overall): \$29,604,184

Units Sold 199

Average Sale Price: \$189,439

Average Days On Market: 154

Total Cash Value (Residential): \$52,662,338

Total Cash Value (Commercial): \$2,275,000

Total Cash Value (Overall): \$54,937,338

Units Sold 290