

The Northwoods REALTOR

Northwoods Association
of REALTORS®, Inc.

Volume 1 Issue 1

April 2008

ELECTIONS

NWAR

2008-2009

President—Rick Zoerb
President Elect— Up for Election
Secretary/Treasurer—Up for Election
Past President— Cheryl Kelsey

Current Directors

Jim Klaric -
Len Ciskowski
Denise Goldsworthy- seeking Secy/Treas

Seeking a Directors seat are:

Adam Redman Bio enclosed
Kim Brixus Bio enclosed
Dennis Hurst Bio enclosed
Don McDonald
Jake Nelson Bio enclosed
Joe Flanders Bio enclosed
Timi Lussow Bio enclosed
Cathy Hillyer Bio enclosed

Seeking President Elect

open

Seeking Secretary/Treasurer

Denise Goldsworthy

GNMLS

2008-2009

President Up for Election
President Elect Up for Election
Secretary-Treasurer Up for Election
Past President— Jim Gabrielson

Current Directors

Erik Johnson
Mark Wagner

Seeking Directors seats are:

Lisa Alsteen Bio enclosed
Jerry Burkett Bio enclosed
Bill Fricke
Andrea Krueger

Seeking President

Kathy Dolch

Seeking President Elect

Jim Mulleady

Seeking Secretary/Treasurer

Carolyn Cwik


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**The next regularly
scheduled
Board of Directors Meeting
Thursday,
May 15, 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:
nwarbam@verizon.net**

PARTICIPANTS may also re-
quest 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

Nancy Kuczmariski- Sec/Treas–
365-3000

Duane Swift- Past Pres - 358-9490

Directors

Len Ciskowski 356-3207

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

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 May(watch for upcoming date).

Membership Transfers and Releases

NAME	FROM	TO
Robert Ullius	Big Fish Realty	First Weber Group Minocqua
Joan Seramur	First Weber Group Minocqua	Re/Max First Minocqua
Shane Terzinski	C-21 Pine Point Realty	
Joe Christman	Jim Tait Real Estate Minocqua	
Stephanie Von Holdt	Coldwell Banker Mulleady Realty Minocqua	

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

Important dates in May

- May 6** M & I Create your own Taco Fest
- May 7 & 8** CE Classes in Rhinelander
- May 19** Annual Golf outing ,RPAC Auction
And GMM



WHAT CONSUMERS CAN DO IF YOUR MORTGAGE COMPANY FAILS

(WASHINGTON) - The Federal Trade Commission has released a new "Facts for Consumers" publication that advises people what to do if their mortgage company or mortgage servicing company closes or files for bankruptcy. "How to Manage Your Mortgage If

Your Lender Closes or Files for Bankruptcy" has several situation-based tips for consumers related to servicing transfers, escrow accounts, and payment disputes. Copies of the document

are available on the agency's Web site at: www.ftc.gov or by calling 1 877-FTC-HELP

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

I recently attended my first AE Institute in Boston. I was able to meet other AE's from across our State and Country. In all there were over 1300 AE's in attendance. I did not get to see Boston though, the daily classes kept me busy.

I will be attending a meeting of the WRA Directors and hope to learn more about future plans for Wire ex (data sharing).

If you haven't already signed up for CE classes in May, there is still time. All classes need to be paid for prior to class.

If you register at the door there will be \$10.00 charge added onto each class.

CE Course 1	Issues relating to New Listings and Agency Agreements
CE Course 2	Issues relating to the Offer to Purchase
CE Course 3	New Developments in the Profession
CE Course 4A	Issues Relating to Real Estate Professional Ethics and Fair Housing

This course will fulfill the Quadrennial Ethics class

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**

Please consider supporting RPAC!

Monday, May 19th is the date of the annual NWAR® Golf Outing & RPAC Auction. This year's outing will be held at Rhinelander's Northwood Golf Club. Following the golf outing, there will be dinner & the auction. The auction will follow a slightly different format this year with a majority of the items being auctioned off in a silent auction format. Large items will be auctioned off live.

This event is the largest RPAC fundraiser for NWAR® of the year. The event cannot be successful without your donations and participation. If you're not sure what to give, please consider these options:

- Did you receive a gift you'll never use or were just unhappy with? Consider re-gifting it to RPAC!
- Sporting event tickets
- Think outside of the box, such as offering a pontoon boat party for 8, complete with dinner & beverages

For those REALTORS® that are chefs, consider offering 1 dozen cookies a month for a year or a gourmet dinner for 4

The options are limitless, but the most important thing is that you do contribute! If you need assistance with transportation of an item, please contact either myself at (715) 367-0206 or RPAC Chair Adam Redman at (715)892-7325.

NWAR® GAD Blog debuts

In an effort to better communicate with members, I have created a new web blog. While you will still receive e-mails from me communicating important information, I will utilize the blog as a way to report information on my activities for the association. I may also post information from WRA & NAR from time to time.

The blog can be found at northwoodsrealtors.blogspot.com – I hope you are able to take a minute to browse it. Any comments that you have to offer are always appreciated.

As always, if you have any questions about RPAC or any other issues, do not hesitate to contact me by e-mail gad-kevin@verizon.net or cell (715)367-0206.

MONDAY MAY 19, 2008

NORTHWOODS ASSOCIATION OF REALTORS®, INC.

Spring Annual RPAC 4 Person Golf Scramble

(flighted event everyone can win!)

Where: Rhinelander's Northwoods Golf Course Hwy 8 Rhinelander WI...

When: May 19, 2008

Check in 11:30-12:30 Shotgun start at 1:00 P.M



Dinner and RPAC auction starts around 6:00 P.M

Entry Fee \$80 includes, 18 holes of golf, cart, drinks, Dinner, Prizes and fun for all.

Sign up as a 4 some 3 some 2 some 1 some we will pair you up!

Player #1 _____ Player #2 _____
Name Phone Name phone

Player #3 _____ Player #4 _____
Name Phone Name phone

RPAC and General Membership meeting

Election Polls open at 11:30

Polls close at 6:00

Silent Auction and Raffle all day-closes at 6:30

Dinner—6:00

Installation of new members & Election Results—6:30

Live Auction starts at 6:45

REGISTRATION FORM

DINNER ONLY PLEASE CHECK HERE

Name _____

Phone # _____

Number attending _____

Amount Enclosed: \$ _____

Dinner Only \$16.00

\$80.00 per person Dinner & Golf

CREDIT CARD

Number _____

Name on Card _____ **CVC#** _____

Expiration Date _____

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

Average Sale Price: \$234,352

Average Days On Market: 159

Total Cash Value
(Residential): \$10,579,400

Total Cash Value (Commercial): \$669,500

Total Cash Value (Overall): \$11,248,900

Units Sold 48

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

Average Sale Price: \$174,492

Average Days On Market: 250

Total Cash Value
(Residential): \$4,328,000

Total Cash Value (Commercial): \$34,300

Total Cash Value (Overall): \$4,362,300

Units Sold 25

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

Average Sale Price: \$87,162

Average Days On Market: 455

Total Cash Value
(Residential): \$1,220,273

Total Cash Value (Commercial): \$0

Total Cash Value
(Overall): \$1,220,273

Units Sold 14

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

Average Sale Price: \$66,700

Average Days On Market: 193

Total Cash Value
(Residential): \$133,400

Total Cash Value (Commercial): \$0

Total Cash Value (Overall): \$133,400

Units Sold 2

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

Average Sale Price: \$114,860

Average Days On Market: 228

Total Cash Value
(Residential): \$1,577,900Total Cash Value
(Commercial): \$145,000

Total Cash Value (Overall): \$1,722,900

Units Sold 15

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

Average Sale Price: \$70,500

Average Days On Market: 194

Total Cash Value
(Residential): \$95,000Total Cash Value
(Commercial): \$46,000

Total Cash Value (Overall): \$141,000

Units Sold 2

March 2008 Langlade County Sales- All Offices

Average Sale Price: \$100,400

Average Days On Market: 275

Total Cash Value (Residential): \$207,000

Total Cash Value (Commercial): \$295,000

Total Cash Value (Overall): \$502,000

UNITS SOLD 5

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

Average Sale Price: \$174,151

Average Days On Market: 233

Total Cash Value (Residential): \$18,140,973

Total Cash Value (Commercial): \$1,189,800

Total Cash Value (Overall): \$19,330,773

Average Sale Price: \$148,603

Average Days On Market: 192

Total Cash Value (Residential): \$25,551,789

Total Cash Value (Commercial): \$2,237,050

Total Cash Value (Overall): \$27,788,839

Units Sold 111**Units Sold 187**



Northwoods Association of REALTORS®
Board Meeting Minutes March 20, 2008
Board Office
Woodruff, WI. 54568

The meeting was called to order at 8:35 by President Cheryl Kelsey, followed by the Pledge of Allegiance.

Present: Cheryl Kelsey, Rich Zoerb, Duanne Swift, Anita Wilde, Jim Klaric, Denise Goldsworthy, Joan Seramur, and Nancy Kuczarski.

Absent: Mike Mulleady, Len Ciskowski and Adam Redman

Also Present: Pam Hoffman and Kevin Jenkins and Mary Thompson

Proceedings:

Consent Agenda: M/S/C (Joan Seramur, Anita Wilde) to approve and place on record the consent agenda subject to MLS approval.

Finance Report: Rick Zoerb

M/S/C (Denise Goldsworthy, Joan Seramur) to table until next month. Reformulate with new columns.

Associates Forum: No request to appear

Report: Kevin Jenkins

1) M/S/C (Joan Seramur, Anita Wilde) to retain place on record electronic vote of support and authority to disburse RPAC set aside funds fro Sig Hjemvick, candidate for Vilas County Board.

2) M/S/C (Joan Seramur, Jim Klaric) to approve Kevin working with the Rhinelander Daily News regarding the news article on FSBO.

AE Report: No action required

New Business:

1) M/S/C (Joan Seramur, Nancy Kuczarski) to put Minocqua Chamber "The big mouth bash" info on the MLS pop up to all members.

2) Realtor magazine Good Neighbor Awards, Kevin will blast email the link to members.

2) Mary Thompson discussed the WRA Fall convention. NWAR will be responsible for donating \$2500 towards wine for the installation of Mike Mulleady as Chairman. Mary will look for sponsors.

Old Business:

M/S (Jim Klaric, Duanne Swift) leave as budgeted, vote- Rick Zoerb no, the rest in favor. Motion carried.

Adjournment:

M/S/C (Nancy Kuczarski, Jim Klaric)

Meeting was adjourned at 10:10.

Next Meeting April 17, 2008.

Respectfully submitted

Pamela J. Hoffman



**Meet your NWAR Director
Candidates**

JOE FLANDERS

Realtor since 2002- First Weber Group Northern
Wisconsin LLC

Member of the Greater Northwoods MLS

Member of the Northwoods Association of Realtors

Member of the National Association of Realtors

Member of the Wisconsin Association of Realtors

Currently hold GRI and e-PRO Designations

Member of the Professional Standards Committee
(2005-2008)

Co-manager of First Weber Group Eagle River

Part of the Nato Team with First Weber Group in Rhinelander (Other members are Tom and Nancy Kuczmariski my parents)

Life Long Resident of the Northwoods 1997 Graduate of Rhinelander High School

CATHY HILLYER

Member of the Greater Northwoods Multiple Listing Service (GNMLS)

Member of the Northwoods Association of REALTORS (NWAR)

Member of the Wisconsin REALTORS Association (WRA)

ABR Trained

Currently: Public Relation Chairperson
for the Northwoods Board's jurisdiction

Former District Commissioner for the United States Pony Club (USPC)

Wisconsin Northern Region

Past Treasurer and Joint Commissioner for the USPC

Member of the United States Equestrian Federation (USEF)

Previously licensed in State of Wisconsin

Department of Public Instruction

Special Education 2000 - 2005

Minocqua area resident since 1988

Married to Kevin Hillyer

Two children: Amanda and Jamie Lee

ADAM R. REDMAN

Realtor® since 2003 –

Mentored at Century 21 Realty Group in Indianapolis, which was the #1 Century 21 Franchise in the world twice in the past decade. In 2005 moved back to hometown of Minocqua and for the past 3 years associated with RE/MAX First, LLC.

Member of the Greater Northwoods Multiple Listing Service (GNMLS)

Member of the Northwoods Association of REALTORS® (NWAR)

Member of the National Association of REALTORS® (NAR)

Member of the Wisconsin REALTORS® Association (WRA)

Accredited Buyers Representative (ABR®)

Electronic Professional (e-Pro®)

Serve on the NWAR Board of Directors—Oct. 2006 - present

Serve on the NWAR Legislative Committee— August 2005 - present

Serve as NWAR RPAC Chair- Oct. 2006 - present

One of the top agents in sales production

2007 Total Sales Volume - \$10,106,000

2008 Total Sales Volume to date - \$4,854,000

Minocqua Lions Club Board of Directors

August 2005 – present

Spouse - Melissa Redman - 6 month old son – Tyson Redman

Melissa is a 4k teacher at the Minocqua-Hazlehurst-Lake Tomahawk Elementary

KIM BRIXIUS

Kim was born in a close-knit agricultural community in Kenosha County and always harbored the dream of living in the Northwoods of Wisconsin with its woods, water and abundant wildlife. When the city expanded its boundaries, it was time to move the family to the Northwoods.

After searching the entire Northwoods, she and her husband Gary decided that Tomahawk was the perfect place to raise their children, George and RaeAnn. In 1997, they finally found a house with some acreage in the New Wood area west of Tomahawk where they enjoy Northwoods living to the fullest, whether it be fishing, hunting, riding their horses, or just savoring the Northwoods lifestyle.

This is also when she decided to pursue a career in real estate and so in September of 1997 obtained her real estate license. A believer in continuing education, Kim did obtain her Broker license as well as the designations of Graduate Realtor Institute (GRI), Certified Home Marketing Specialist (CHMS), and she has recently completed the needed classes to obtain her Certified Residential Specialist (CRS) designation. In addition, Kim has had extensive training in Buyer brokerage that she finds herself utilizing more and more with buyers in today's market.

Kim actively participates in her community and is involved in or associated with the following organizations:

Northwoods Association of REALTORS Member

Wisconsin REALTORS Association Member

Complaints & Compliance Committee Chairman

Lincoln County 4-H Board Director

Parent Advisory Committee Member

Kinship of Tomahawk (Mentor Family 1997 – 2003)

Leadership Lincoln County Steering Committee Member (2005-2006)

National Association of REALTORS Member

Certified Residential Specialist Member

Lincoln County Board of Adjustments Member

Bits N Bridles 4-H Club Leader

Redeemer Church Evangelism Committee Member

Lincoln County Re-Codification Project Member (2002-2004)

If chosen to represent the NWAR organization as a member on the Board of Directors, Kim will bring the same enthusiasm, hard work, honesty and integrity to the association as she currently does in both her personal and professional life!

RICHARD “JAKE” NELSON

Realtor since 2004 – Coldwell Banker Mulleady Inc. Realtors Rhinelander, Wi

Present member of Greater Northwood’s MLS (GNMLS)

Present member of Northwood’s Association of Realtors (NWAR)

Present member of the National Association of Realtors (NAR)

Present member of Wisconsin Realtors Association (WRA)

Lifetime Rhinelander area resident.

Veteran of U.S. Army

Department Manager with Triumph / Precision Twist Drill Co. Rhinelander, Wi. Employed over 20 years.

Married 26 years to Debora Nelson.

TIMI LUSSOW

TIMI (TINA) LUSSOW Broker Associate GRI,CRS,ABR,RRS

Realtor since 1991—Remax Properties North

Member of the Greater Northwoods MLS

Member Northwoods Association of REALTORS (NWAR)

Member National Association of REALTORS (NAR)

Member Wisconsin Realtors Association (WRA)

Member Council of Residential Specialist (CRS)

Certified Accredited Buyer Agent (ABR)

Graduate Realtors Institute (GRI)

Remax 100% club

Former Secretary/Treasurer of the Friends of the Tomahawk Airport

Member Tomahawk Chamber of Commerce

Resident of Lake Nokomis

Married to Bob Lussow, retired airline pilot; 4 children, 7 grandchildren, and a grand old chocolate lab

DENNIS C. HURST

Office Manager First Weber Group Minocqua

REALTOR® since January 1980

Office Manager in Green and Rock Counties for

Keefe Real Estate (lake Geneva based company) for 8 years

Green County Board of REALTORS® - held every elected office, including

President, and chairman of several committees

1987 spearheaded the formation of the First Green County MLS

1987 received the REALTOR® of the Year Award for Green County Board

1988 joined the Rock County Board of REALTORS® served two years as director on that board.

Chaired the Affiliate Night committee for two years and transformed it from "Affiliate Night" to "Fun Night" which now

Raises several thousand dollars per year for RPAC

Served on the WRA Legal Affairs committee for two years in the 1990's

Graduate of the REALTORS® National Marketing Institute (CRB)

Minocqua area property owner for over 10 years

Currently a member of the Northwoods Association of REALTORS® (NWAR)

As well as WRA and NAR

DON McDONALD

Unfortunately we did not receive Don's biography in time for publication

**Meet your MLS Director
Candidates**

JERRY BURKETT

My name is Jerry Burkett. I am 53 years old, and have been a real estate Broker for 24 years. I have lived in Eagle River since 1962. Seventeen years ago I opened Burkett & Associates, and several years ago I purchased a Century 21 franchise. I now have five offices with 27 licensed agents.

I would like to serve once again on the Multiple Listing Board. I am a past president of said board, and believe in our board. The gathering and processing of information is key to our business and survival. I feel that I can be fair, and complete the tasks set before me. Communication is the key to understanding. Let's all work together to promote a strong public image and strong ethics.

Jerry Burkett

LISA ALSTEEN

BROKER/OWNER CENTURY 21 PINE POINT REALTY

Licensed REALTOR since 2001

Member of the Greater Northwoods Multiple Listing Services (GNMLS)

Member of the Northwoods Association of REALTORS® (NWAR)

Public Relations Committee Co-Chairperson 2005-2006

Member of the National Association of REALTORS® (NAR)

Member of the Wisconsin REALTORS® Association (WRA)

Seniors Real Estate Specialist (SRES) 2006

Real Estate Broker since 2005

Owner of Century 21 Pine Point Realty since 2004

Bethany Lutheran College in Mankato, Mn 1987-1989

Associates of Arts Degree

Dental Technician for Randall Natrop DDS/Rhineland

1898-2002

Born and raised in Rhineland. I attended Rhineland High School from 1983-1987 and continued on to Bethany Lutheran College

Where I received my Associates of Arts Degree.

Married (1989) to Steve Alsteen and have two children: Tanner, 14 & Tayler, 11.

Also

BILL FRICKE

And

ANDREA KRUEGER

Unfortunately we did not receive Bill's and Andrea's biography's in time for publication

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!
www.technologyhelpline.com

 **TechHelpline**
Your go-to technology experts

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