

The Realty Review

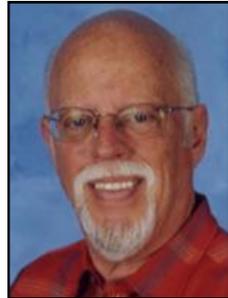


Volume 6, Issue 8
August 2016

Northwoods Association of Realtors® & Greater Northwoods MLS®

President's Message

John Morris, NWAR



Summer is here, and I hope all of you are able to enjoy at least a little of the seasons warmth.

Remember Christmas is only four months away. From what I hear, this has been a good season. Sales seem to be flat but prices are up, and people seem to be in the market; hopefully they will continue that way for the rest of the year and then some.

Remember that the annual WRA convention is less than a month away on September 13 & 14th at Kalahari Resort in Wisconsin Dells. This is a great time to catch up on

what is happening around the state, listen to some knowledgeable speakers, take a few CE classes and connect with your fellow REALTORS; I hope to see you there. Another date to remember is September 22nd when we will gather at the White Oaks Grill in Manitowish Waters for the election and installation of Judi Schmidt-Arnold as our new NWAR President and

Mark Wagner as the new GNMLS President. This is going to be a great time.

Last of all, for our REALTOR Members, as part of the new revisions to the 452 Statute, the requirement for Broker Owners to carry Workmen's Comp Insurance was removed. It would be wise in my mind to talk with your brokers to see if this change has any effect on you. Until next time, sell lots and be safe!

John

Installation Dinner 9/22 - Manitowish Waters

People are talking about the Packers, and that of course means football weather is not far off. Before we put the plastic back on our windows, sweep the chimney and start splitting logs to prepare for winter, let's get together for some fine dining and celebrate what is shaping up to be another busy summer (there are presently 450+ accepted offers in the MLS).

For this year's dinner, incoming NWAR President Judi Schmidt-Arnold selected the ritzy White Oak Grill at Chippewa Retreat Resort on the shore of Manitowish Lake. This popular venue for weddings and corporate getaways is a cut above the average supper club, so if you haven't been there then this one's certainly worth a visit.

All attendees will have a chance to win one of five \$50 cash door prizes, and doors open at 4:30 with a nice selection of appetizers courtesy of our event sponsors (call if you'd like to be a sponsor). A fine dinner of NY strip, walleye, chicken parm or mushroom risotto follows the 6:00pm call to order. Please arrive early to vote on our annual budget, buy tickets for the Habitat for Humanity 50/50, mingle over appetizers and be seated before the call to order. **See the registration form on page 6 and please register by 9/10.**



The Buzz:

- **NWAR/GNMLS Installation Dinner Sep 22 - Mani. Waters**
- **WRA Convention Sep 13-14 - Kalahari Resort, WI Dells**
- **CE Requirements & License Renewal - Deadline Dec 14**

Affiliate Spotlight



You've probably heard the ad saying "You Have Dreams, We Have Money!". It's true. Tomahawk Community Bank has been helping homebuyers realize their dreams in the Northwoods since 1920. Much has changed with the advent of technology, but our commitment to top notch customer service and low cost loans remains.

We retain servicing on all of our loans, offer low closing costs AND can help finance even the most unique properties. Need help with vacant land, condos or seasonal cabins? We can do that!

Shelly Cole, Senior Loan Officer
NMLS #414669

15 E Wisconsin Ave, Tomahawk
Work: (715) 453-5354
Cell: (715) 966-9941



TomahawkCommunityBank.com

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President's Message Bonnie Byrnes, GNMLS

Greetings fellow REALTORS!

Summer's last days are dwindling fast, and it's a good thing there are so many things I love about looking forward to fall – sweaters, pumpkin spice latte, a fire in the fireplace and the GREEN BAY PACKERS! It also happens to be one of our best selling seasons, as the buyers separate themselves from the summer looky-loo's. I wish you all a prosperous final push before the snow flies.

I'm also excited to remind everyone about the NWAR/GNMLS Installation Dinner at the White Oak Grill in Manitowish Waters. Not only am I looking forward to y'all coming (ALMOST) all the way up to my neck of the woods, but I'm pleased that the venue is one of the best restaurants in the area! I promise you won't be



disappointed. This is my go-to place when there is something to celebrate... and with membership up (thanks in part to our new friends from Woodland Lakes), stats on track for increased sales, and the opportunity to live and play in the Northwoods, I think we all have cause to celebrate! We don't want to miss anyone though, so please register with Matt and Lon by September 10th.

I noted last month that the Republican party had chosen its nominee, and since then Hillary Clinton was named for the Democratic party. I have no doubt it will prove to be an interesting race! If you are still undecided, the WRA offers some good legislative information on political issues facing home and property rights, and how to lend your support through RPAC.

In the meantime, my mind is starting to lean towards hunkering down and getting cozy. I read recently that autumn is the season to find contentment at home, by paying attention to what we already have. With a trunk full of sweaters, plenty of firewood in the garage - thanks tornado! - and the return of Jordy Nelson at wide receiver, I couldn't agree more.

Bonnie

WI Statute Chapter 452 Changes

As you know, several regulatory changes affecting real estate practice were signed into law earlier this year, thanks in large part to the efforts of WRA's Legislative Affairs team. These changes to [WI Statute Chapter 452](#) which governs real estate practice include the following (and more):

- Changes to agency model language
- Independent Contractor status & safe harbor
- Broker supervision responsibilities
- Statute of limitations for licensees
- Elimination of timeshare license

Please take time to educate yourself on these changes by reading the FAQ prepared by WRA at goo.gl/MUbkju or by viewing their Legal Talks series at goo.gl/Y5VotO

New Federal Overtime Rule

Effective December 1st, the Fair Labor Standards Act is being amended with new exemption requirements.

Employers may exempt employees by claiming the Executive/Administrative/Professional (EAP) Exemption and the Highly-Compensated Employee (HCE) Exemption. To qualify for these exemptions, there are both minimum salary levels, a salary basis test and a duties test that must be met. While many REALTORS are independent contractors to whom this rule is not applicable, many firms employ assistants and some of you may own other businesses that are affected by this rule.

Penalties can be steep so if you believe this rule relates to you or your business, please make sure to read NAR's summary at goo.gl/XIpyQM



RPAC - Protecting Your Right to Earn a Living

It's a common saying about cars, washing machines and even blue jeans that "we don't make 'em like we used to". It can likewise be said that we don't have quite the same quality of candidates for public office as we used to. It seems that representing the public interest is not just taking a backseat to fundraising, it's tied up in the trunk to make more room for suitcases full of cash. Take for example George Clooney who recently decried the "obscene" amount of money in politics even as he was preparing to host a \$350k per couple fundraiser. Politics is indeed a stinky game, but the only way to win is to pinch your nose and play it.

Fortunately for REALTORS, we have a heavyweight in our corner named RPAC. What makes RPAC more like a '57 Bel-Air than a '97 Cavalier is that RPAC does not simply throw your contribution at partisan politics; [they invest in candidates across the spectrum](#) who commit to supporting *policies* that matter like property owners' rights, mortgage interest deduction and less government interference in the real estate industry.

RPAC is fighting doubly hard this election year to defend our industry and livelihoods, so please help RPAC to keep real estate great (again) by including your RPAC investment when renewing this autumn.





NWAR Affiliates

Affiliate Company	Location	Affiliate Name	Phone
Associated Title & Closing Services	Ironwood MI	Roy D'Antonio	906-932-6340
Big Moose Home Inspections	Bessemer MI	Tom Ruemenapp	906-663-2221
BMO Harris Bank	Wausau	Deb Duncan	715-721-0721
Community Financial Bank	Prentice	Jan Santarius	715-614-2778
CoVantage Credit Union	Antigo	Michelle Brettingen	715-627-4336
CoVantage Credit Union	Crandon	Angela Retzlaff	715-478-5100
Fairway Independent Mortgage Corp	Minocqua	Amy Davis	715-358-9880
Gowey Abstract & Title	Minocqua	Mike Brandner	715-356-3000
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
Northern Title & Abstract	Rhineland	Al Manc	715-365-5000
Northwoods Title & Closing	Eagle River	Maryann Fath	715-479-6459
People's State Bank	Eagle River	Val Dreger	715-479-1794
People's State Bank	Minocqua	Tim Sanderson	715-358-7070
River Valley Bank	Minocqua	LeAnn Hayden	715-358-9319
Shoreline Title Services	Rhineland	Greg Peckels	715-369-3934
The Cayo Group at Inlanta Mortgage	Minocqua	Dee Cayo	715-358-9700
Tomahawk Community Bank SSB	Tomahawk	Shelly Cole	715-453-5354
VanDyk Mortgage Corp	Arbor Vitae	Lee Simanek	715-439-4052
Vilas Title Service	Eagle River	Rick Ernst	715-479-4070

Local Professionals*

<p>ENV Property Solutions Fifield Ph: 715-661-0561 ENVPropertySolutions.com <i>Mold/lead/asbestos investigations, soil/groundwater testing & more</i></p>	<p>VS Home Inspections Minocqua Ph: 715-356-6343 VS.Senkev.com <i>Protect your family and your investment</i></p>
<p>ServiceMaster Specialty Restoration Services Rhineland Ph: 920-327-1393 SMRestorationServices.com <i>Fire • Smoke • Water • Flood • Mold • Bio</i></p>	<p><i>* These are non-member paid advertisements that are not specifically endorsed or promoted by NWAR.</i></p>

Details and Registration:
www.WRA.org/Convention

MLS Memo



Lon Fisk - NWARLonF@gmail.com

Protected species considerations. Is it a material adverse fact to be disclosed?

We recently heard of a couple of cases where active bald eagle nests created problems in the sale of the land where the buyer intended to build a cabin. As a federally protected species, "disturbing" an eagle may be breaking the law so a permit is needed to avoid the liability. If a permit for the building activity was granted, then the owner would not be liable under the protection laws if the nest is abandoned, fledglings die, etc. Generally you need a minimum of 330-660 feet, depending on visibility from the nest, between the nest and any construction activity. This includes inactive nests.

How does this affect the MLS? The agent may need to disclose the nest's presence on the vacant land or property condition report for an existing structure. Here is a PDF with links to additional info: goo.gl/hd5RvS

MLS Tip: Use Express > Reports > My Listing Stats to see activity generated for a property and perhaps share that with the seller.

Video CE Schedule 2016

\$25 discount if you take all 6 required CE courses through NWAR (live or video)

Town & Type	Location	Dates
Manitowish Waters - DVD	Koller Library	6/6, 6/20, 7/18, 8/1, 8/15, 8/29 - 9:30-1:00
Woodruff - DVD	NWAR Office	9/6, 9/13, 9/20, 9/27 - 8:30-12:10/4, 10/11 - 2/day 8:30/1:00 Restarting: 10/25, 11/1, 11/8, 11/15 - 8:30-12:11/22, 11/29 - 2/day 8:30/1:00
Tomahawk - DVD	Tomahawk Community Bank	9/13, 9/20, 9/27 - 8:30 - 4:30
Eagle River - DVD	Northland Pines HS	10/27, 11/3, 11/10 - 8:30-4:30

See next page for details about NWAR-hosted webinars for designation & certification courses coming up in October!



AE Corner

Matt Seegert - NWARMatt@gmail.com

Confessions of an Olympics Junkie: In case the front page didn't clue you in, every other year leaves me giddy with excitement to see competition of the highest level by the best people in the world at their particular talents. This year in Rio, Americans are once again running away with the medals race. I marvel at how our athletes are among the world's best at skills ranging from archery to hurdles to rowing to wrestling. We even have athletes like Biles, Eaton and Phelps who completely master multiple skills!

So why is America so dominant across so many disciplines? I do not think it is because our 500+ athletes in Rio are superhuman (save one perhaps). It is America's abundance of opportunity, diversity and competitive drive that make us the gold standard of nations. I see that Olympian spirit every day in NWAR Members who discover their talents and hone them to prove their mettle in a field of tenacious competitors. You likewise demonstrate the greatest Olympian trait of sportsmanship, which helps keep the NWAR-GNMLS ship afloat even when navigating troubled waters full of metaphorical sofas. Lon and I are blessed with the privilege of carrying the torch for the NWAR-GNMLS field of 400+ world-class sportspersons!



REALTOR Anniversaries

Congratulations to the following NWAR Members celebrating a quinquennial anniversary this month:

35 Years:

Peggy Johnson-Wiessner - Headwaters Real Estate, Presque Isle

20 Years:

Chris Hiller - Re/Max Property Pros, Minocqua

Ron Schroepfer - Season to Season Properties, Antigo

Note: Members must attend a general meeting within 1 year of anniversary to receive a free anniversary pin. If you cannot attend, contact the board office to order a pin (cost \$10).

Designation Webinars

NWAR will be hosting a remote webcast at the board office of the following certification/designation classes:

RENE Certification - Oct. 4-5

Instructor: Darren Kittleson - \$250 by 9/20 (\$270 after)
 ("Power Negotiator's Playbook" & "Advanced Field Negotiations")

ABR Designation - Oct. 27-28

Instructor: Bonnie Dixon - \$250 by 10/13 (\$270 after)

CRS 204: Buying & Selling Income Properties - Nov. 2-3

Instructor: Doug Richards - \$250 by 10/19 (\$270 after)

Click the class names above for details/registration, and note that classes with under 6 enrollees may be cancelled so it would help if you convince a colleague to join you!

License Renewal Early Reminder

If you are a licensed WI real estate broker or salesperson, you need to complete 18 hours of Continuing Education and renew your license with the DSPS before it expires on December 14th. There are four mandatory CE classes and four electives, of which you need to complete at least two. Each course counts for 3 hours of CE credit, so completing six will fulfill your 2015-16 biennial CE requirement. You should receive a green renewal postcard from the state by early October, but if you have already completed all 18 hours and want to renew now, you can do so online at: goo.gl/BC9Td4

Fortunately, NWAR and WRA have plenty of upcoming CE classes available. WRA's Annual Convention next month in WI Dells will have live classes for CE Courses 3, 4 and Elective B (as well as an Appraisal CE course). NWAR is offering full 6-course video CE classes in Eagle River, Tomahawk and Woodruff starting in September, and Members who take all 6 classes through NWAR get the 6th course free (\$25 savings) - see page 3 for the NWAR Video CE schedule and registration links. WRA also offers online video CE classes. See the full WRA CE course schedule at: www.wra.org/RECEinfo

REALTORS® on the Move

New GNMLS Subscribers:

Name	Office
Rose Byrnes ¹	Headwaters Real Estate - Presque Isle
Kenney Behrens ¹	Integrity Realtors, LLC - Antigo
Stephanie Wotachek ¹	Redman Realty Group - Minocqua

Transfers & Releases:

Name	From	To
Jerry Annis	Redman Realty Group - Minocqua	
Kevin Jacobson	First Weber - Rhinelander	

¹ New NWAR REALTOR
[^] Closed MLS Office
^{*} New MLS Office



Lockbox Leaders



Office & Percent Assigned	
Eskridge Real Estate	100%
Compass Land Consultants	100%
Gohlke Properties	100%
Redman Realty Group	94%
Re/Max Property Pros	84%
Re/Max Northern Lakes	82%
Absolute REALTORS Sure Realty	80%
Gregory Realty	80%
C21 Burkett & Associates	79%
Pine Point Realty	71%

Need a refresher? View SentiLock lockbox training guides, tip sheets and more at: www.goo.gl/kN7F3

NWAR Committees 2015-16

Committee	Chairperson
By-Laws Review	John Morris
Christmas Party	Linda Long Wohlleber
Education	Andy Harris
Fair Housing	Adam Redman
Finance	Denise Goldsworthy
Golf Outing	Erik Johnson
Legislative	Ron Welnetz
Strategic Planning	Shelly Cole
Membership	Cheryl Eskridge
Personnel	John Morris
Prof. Standards	Rick Zoerb
Public Relations	Bonnie Byrnes
RPAC	Cheryl Eskridge
Scholarship	Marcia Pluess

"My goal is one Olympic gold medal. Not many people in this world can say, 'I'm an Olympic gold medalist.'"

- Michael Phelps



Board of Directors 2015-16

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

John Morris, President 356-9521
 Judi Schmidt-Arnold, President-Elect 543-2300
 Denise Goldsworthy, Treasurer (1) 356-3207
 Patty Werner, Past President (623) 696-5942

Directors (Term-Year - limit 2-2):

Sheri Benson (1-1) 892-2972
 Jerry Burkett (1-2) 479-3090
 Shelly Cole (1-1) 453-5354
 George Gunderson (2-1) 358-0450
 Jonathan Long (1-1) 453-2637
 Julie Manthei (1-2) 358-7873
 Jim Olsen (1-2) 356-3207
 Ron Welnetz (1-1)* 627-4885
 Rick Zoerb (2-2) 365-3028

Greater Northwoods MLS®

Officers (Term^):

Bonnie Byrnes, President 686-2481
 Mark Wagner, President-Elect 762-3291
 Adam Redman, Treasurer (1) 358-0450
 John Misina, Past President 479-4431

Directors (Term-Year - limit 2-2):

Ed Choinski (1-2) 493-7827
 Cheryl Eskridge (1-1) 891-7446
 Joe Flanders (2-1) 420-1110
 Scott Freimuth (1-2) 282-7130
 Dan Pudlo (1-1) 547-3033
 Julie Winter-Paez (2-1) 480-4333

^ President, President-Elect and Past President terms are 1 year each; Treasurers may serve up to two 1-year terms.
 * Merger-related appointment to 2-year term

Next Board Meetings:
 Thursday, September 15
 NWAR / GNMLS Board Office
 GNMLS: 8:30am | NWAR: 10:00am
 Meetings are the third Thursday of each month - Members welcome!



The National Association of REALTORS® created the MVP Program to encourage members to take Actions that will benefit NAR and its members, as well as to reward members for being active within their Association.
 If you register for the 9/14 REALTOR Safety Webinar Summit by 8/31, you'll earn a free **Little Red Book: Safety Rules to Live By for REALTORS** download plus have a chance to win a **Guard Llama Personal Protection kit!**

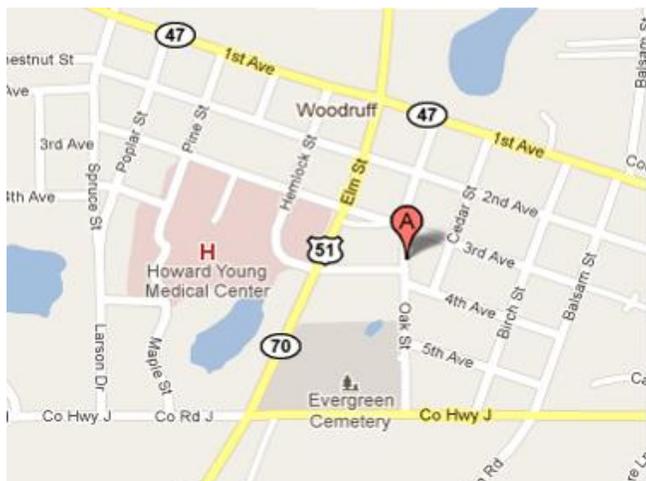
Claim your MVP reward at:
MVP.REALTOR.ORG

Northwoods Association of REALTORS® & Greater Northwoods MLS®

PO Box 377 Phone: 715-356-3400
 320 Oak St, Suite B Fax: 888-399-2118
 Woodruff, WI 54568 Staff@NorthwoodsRealtors.org

Office hours are 8am-5pm Monday through Friday

Board Office Location: www.goo.gl/qRzxH
 Use East entrance (double doors by drive-up window)



About Us

The Northwoods Association of REALTORS® was founded in 1953 as a non-profit organization dedicated to serving real estate brokers and agents in the Northwoods area. NWAR provides a central hub for our 400+ Members to communicate, establish policy, receive training and implement new solutions to better serve their clients.

Greater Northwoods Multiple Listing Service®, a wholly-owned subsidiary of NWAR, is dedicated to providing our Members with first-rate service and support in listing and viewing properties and conducting business in accordance with the ethical standards of the industry. GNMLS currently serves more than 170 member offices comprised of over 450 brokers, agents and appraisers.

NWAR & GNMLS on the Web:

NWAR Homepage: NorthwoodsRealtors.org
 NWAR Group Page: Facebook.com/Groups/NorthwoodsRealtors

www.goo.gl/2pnHM

www.goo.gl/2fjJs

www.goo.gl/6aOAZ

www.goo.gl/KI9MI

NWAR/GNMLS 2016-17 Installation Dinner



NWAR and GNMLS cordially invite REALTORS, Affiliates, Sponsors & guests to our Installation Dinner at White Oak Grill in Manitowish Waters on Thursday September 22nd.

Tracy Rucka from WRA will head home to install our new leadership, and members will vote for our annual budgets and (if necessary) bylaws revisions. We will also induct several new REALTORS, recognize quinquennial service anniversaries and announce our Distinguished Service Award winner(s). The evening will conclude with a door prize drawing and 50/50 drawing benefitting Habitat for Humanity.



Chippewa Retreat Resort
THE NORTHWOOD'S FINEST ALL SEASON RESORT

Entree selections include:

NY Strip Steak w/Smashed Yukon Gold Potatoes •

Pan-fried Walleye w/ Wild Rice •

Chicken Parmesan w/ Butter Pasta •

Mushroom Risotto (gluten free) w/ Arborio Rice & Parmesan

All entrees include mixed green vinaigrette salad, seasonal vegetable and apple crisp dessert



When & Where:

Thursday, September 22nd
White Oaks Grill @ Chippewa Retreat Resort
37 Deer Park Rd, Manitowish Waters

4:30pm - Cocktails & Hors D'Ouvres
6:00pm - Call to Order & Dinner
7:00pm - Guest Speaker, Installation, Recognition & More

Please arrive by 5:30 to vote & be seated
Entrée prices listed below - **Register by 9/10**



Map: <https://goo.gl/maps/MN7xziceJLB2>

Registration Form

Return with payment (checks only) to: NWAR, PO Box 377, Woodruff WI 54568

NOTE: After 9/10, reservations may not be guaranteed and cancellations are non-refundable

Member Email (for confirmation): _____

Attendee Name(s) and Entrée(s):

Name(s):	NY Strip - \$30	Walleye - \$30	Chick Parm - \$25	Risotto - \$25	
TOTALS:					TOTAL ENCLOSED:

Sponsorship Opportunity: Contact Matt at 715-356-3400 if you would like to sponsor hors d'ouvres.