



# The Realty Review



Northwoods Association of Realtors® & Greater Northwoods MLS®

## President's Message

### John Morris, NWAR



The Winter Convention comes to town next week on the 26th thru 28th of January. Here is a great opportunity to get all or part of your Continuing Education classes out of the way early. Plus there is a great list of speakers and a chance to get to know some of your fellow Realtors, and the price is right. I will look forward to seeing you there.

We are definitely stakeholders in the Right to Rent issue that will go to the legislature soon, as this could open a lot of opportunities for us. However as with any new issue, there are some things that you as a Realtor need to be aware

of. The rules in the towns and counties vary greatly, so you should contact your local government to get the rules for your particular area.

In Oneida and Vilas counties for example, they require that any property that is available for weekly rental will need to pass a health inspection, obtain a zoning permit, and may require the payment of a room tax. In addition, rental owners

will be liable for sales tax that will need to be remitted to the state. Briefly, each rental property will need to have smoke alarms, a CO2 alarm and fire extinguishers in addition to other standards that will vary.

The WRA is pushing to encourage the state legislature to approve this measure. You as a Realtor need to be aware of the provisions. Regardless of whether or not you think this is a good thing for us, I encourage you to contact your congressperson to share your thoughts.

John

### The Buzz:

- **WRA Winter Convention - REGISTER ASAP!**
- **WRA-NAR Right to Rent Campaign**
- **ZipForms Changes Coming March 1st**

### Affiliate Spotlight



We're here to help:

Established in 1882 as Harris Bank and owned by BMO Financial Group since 1984, BMO Harris Bank has grown to become one of the largest banks in the Midwest. Our lending services include:

- Home & Home Equity
- First-Time Buyer & FHA
- Lots, Condos and Multi-Family
- Investment Properties
- Construction & Commercial
- Bridge Financing

**Deb Duncan, NMLS #553391**

500 3rd St, Wausau  
Ph: (715) 721-0721

Stop by your local branch or view our services online at:

[BMOHarris.com](http://BMOHarris.com)

## LAST CHANCE - WRA Winter Convention 1/26-28

Come in out of the cold and warm up at the WRA Winter Convention starting less than a week from now on 1/26 at Lake of the Torches Resort/Casino right here in Lac du Flambeau! Take CE, attend workshops and compete in the Chili Cook-Off or Cornhole Tournament for cash & prizes!

**See details & register today to save \$20 at:**  
[www.wra.org/WinterConv](http://www.wra.org/WinterConv)



### NWAR Chili Cook-Off

#### Prizes Include:

- Butcher block cheese board & tools - courtesy of Shelly Cole at Tomahawk Community Bank
- Programmable 6qt crock pot & apron - courtesy of LeAnn Hayden at River Valley Bank
- Fitbit activity tracker - Courtesy of the team at Red-man Realty Group

Contest starts 1/26 at 4:30pm - view more details and register today at: [goo.gl/U8pQhb](http://goo.gl/U8pQhb)



### Cornhole Tournament

#### New This Year!

- 2-person teams
- \$20 entry per team
- Top 3 teams split the cash!

Look for the sign up sheet at the convention and register by 4:00pm!



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## President's Message

### Bonnie Byrnes, GNMLS



Happy New Year everyone! By now we're almost one month in to 2016, and we can finally enjoy some of our favorite cold weather activities now that we've had a good string of cold temperatures and some snow. Before we know it, we will be looking ahead to the spring listing season and beyond!

The MLS board is in the process of forming an election nominating committee, to be led by our president-elect Mark Wagner. The committee needs to be comprised of three non-Director broker-owners, with the fairly painless task of creating a slate of election candidates for the upcoming year. If you are interested in serving on this one-time committee please contact Lon at the board office or myself at

bonnie@headwatersrealestate.com as soon as possible.

Also of note, the MLS office will be starting the process to reallocate some of our unused lockboxes to those offices that need them. Brokers, please give your agents the heads up that any extra lockboxes they've got hidden in their coffers should be returned to the listing office as they may be called upon for

reallocation. Lon will be contacting offices asking for some excess boxes to be returned.

Last, we've had a few comments regarding how important it is to "leave the listing as you found it" as a courtesy to both our sellers and our fellow agents. Especially in the winter months when sellers may not occupy their homes, it's important to check that doors are locked, lights are shut off, etc. Some sellers may not be returning until spring, and until then showings may be few and far between. So as my SLFA (Secret Love from Afar) and favorite quarterback likes to say, let's do a Discount Doublecheck!

Signing off until next month,

Bonnie

## ZipForm Changes March 1st

Please see page 26 of the January WRA magazine and note the instructions to reactivate your ZipForm membership for 2016. Note that NAR is now providing [ZipForm Plus](#) (the online version) for REALTORS rather than WRA, but the new NAR benefit does not include ZipForm Standard (the desktop version). If you wish to keep ZipForm Standard on your PC, it will now cost \$29.95 per year.

Because this new national benefit was announced after 2016 dues were billed which included ZipForm fees paid to WRA, the WRA Board will be meeting soon to decide what to do with these funds. We will inform Members in a future newsletter what the WRA Board decides.

## NAR-WRA "Right to Rent" Campaign

The WRA with help from NAR began a statewide "Right to Rent" consumer advocacy campaign in December. This followed a [recent WRA Member poll](#) showing strong REALTOR support statewide for allowing residential dwellings to be rented for periods of seven days or longer. A mailer was sent out to several homeowners earlier this month, and some may receive robocalls or see online banner ads encouraging them to contact their congressperson to support the pending ["Right to Rent" bills AB583/SB446](#) that will be voted on soon.

If passed, this bill would prevent local governments from banning residential dwelling rentals for periods of 7 days or longer. However, this bill does not restrict other local regulations like room taxes, inspection requirements or licensing.

A WRA Call to Action is also opening soon on this measure, so please watch for news of that in the MLS popup message and/or via NWAR's social media sites. Regardless of whether you support or oppose this measure, the Call to Action link will include a link for you to send a message to your congresspersons to share your thoughts on the issue.

## 2015 Year in Review

Here are some of the great things we accomplished last year through the collective effort of all NWAR Members and staff:

- Merged with Woodland Lakes Association, gaining 60+ Members & Lincoln County
- Gave \$5000+ in local community investments
- Over two dozen Members rang bells for Salvation Army
- Inducted 30+ new REALTORS and recognized two new Emeritus REALTORS (40+ years of service)
- Remodeled board office and added capability to host videoconferences and webinars
- Kept our local dues to just \$50 for those who renewed by 12/1/15

Full 2015 year-end reports will be emailed to all NWAR and GNMLS Members by the end of January.



**REALTOR & GOVERNMENT DAY**  
MADISON, WI / MARCH 2, 2016

**Madison - March 2**  
[www.wra.org/RGDay](http://www.wra.org/RGDay)

**Please contact NWAR if you plan to attend**

# NWAR Affiliates

Affiliate Company	Location	Affiliate Name	Phone
<a href="#">Associated Title &amp; Closing Services</a>	Ironwood MI	<a href="#">Roy D'Antonio</a>	906-932-6340
<a href="#">Big Moose Home Inspections</a>	Bessemer MI	<a href="#">Tom Ruemenapp</a>	906-663-2221
<a href="#">BMO Harris Bank</a>	Wausau	<a href="#">Deb Duncan</a>	715-721-0721
<a href="#">Community Financial Bank</a>	Minocqua	<a href="#">Jan Santarius</a>	715-614-2778
<a href="#">CoVantage Credit Union</a>	Antigo	<a href="#">Michelle Brettinger</a>	715-627-4336
<a href="#">CoVantage Credit Union</a>	Crandon	<a href="#">Angela Retzlaff</a>	715-478-5100
<a href="#">First National Bank of Eagle River</a>	Eagle River	<a href="#">Theresa Sullivan</a>	715-479-4406
<a href="#">Gowey Abstract &amp; Title</a>	Minocqua	<a href="#">Mike Brandner</a>	715-356-3000
<a href="#">Knight Barry Title Service</a>	Minocqua	<a href="#">Patrick Hugunin</a>	715-439-4114
<a href="#">Northern Title &amp; Abstract</a>	Rhineland	<a href="#">Al Mancl</a>	715-365-5000
<a href="#">Northwoods Title &amp; Closing</a>	Eagle River	<a href="#">Maryann Fath</a>	715-479-6459
<a href="#">People's State Bank</a>	Eagle River	<a href="#">Val Dreger</a>	715-479-1794
<a href="#">People's State Bank</a>	Minocqua	<a href="#">Tim Sanderson</a>	715-358-7070
<a href="#">River Valley Bank</a>	Minocqua	<a href="#">LeAnn Hayden</a>	715-358-9319
<a href="#">Shoreline Title Services</a>	Rhineland	<a href="#">Greg Peckels</a>	715-369-3934
<a href="#">The Cayo Group at Inlanta Mortgage</a>	Minocqua	<a href="#">Dee Cayo</a>	715-358-9700
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Shelly Cole</a>	715-453-5354
<a href="#">VanDyk Mortgage Corp</a>	Arbor Vitae	<a href="#">Lee Simanek</a>	715-439-4052
<a href="#">Vilas Title Service</a>	Eagle River	<a href="#">Rick Ernst</a>	715-479-4070

## Local Professionals\*

**ENV Property Solutions**  
Fifield  
Ph: 715-661-0561  
[ENVPropertySolutions.com](http://ENVPropertySolutions.com)  
Mold/lead/asbestos investigations,  
soil/groundwater testing & more

**VS Home Inspections**  
Minocqua  
Ph: 715-356-6343  
[VS.Senkev.com](http://VS.Senkev.com)  
Protect your family and  
your investment

\* These are non-member paid advertisements that are not specifically endorsed or promoted by NWAR.



**Appraisal Conference 2/23-24**  
**Ho-Chunk - WI Dells**  
**Register at: [goo.gl/R8mHSA](http://goo.gl/R8mHSA)**

**Appraisal CE Online Courses:**  
[goo.gl/K6M2Or](http://goo.gl/K6M2Or)

## MLS Memo



**Lon Fisk - [NWARLonF@gmail.com](mailto:NWARLonF@gmail.com)**

Important reminders:

If you use the "Display City Name" field, be sure to spell the city correctly or your listing may not be found in some website searches. There are many errors in current listings - please check yours.

A fundamental that we are hearing some complaints about is the case of Realtors not leaving the property as they found it. Please be sure to turn off the lights, lock the doors, etc. if it was closed up when you arrived.

Last fall we sent lockbox replacement batteries to many of you to be changed before winter. SentiLock reports show that 629 boxes were changed, but 563 have not been changed yet. It is critical you get these done and logged to avoid the headaches of using a power paddle in the middle of winter more times than necessary.

**MLS Tip:** Use Express reports > My Listing Stats to show your sellers activity for their property. You can also run the SentiLock report "Client Listing Accesses" to see all of the dates the Selected listing was visited in the date range you choose, or choose the report "Lockbox Accesses" to see all the accesses for all boxes in the date range chosen.

## Local CE Schedule 2016

Town & Type	Location	Dates
Minocqua- <b>LIVE w/Tracy Rucka</b>	The Waters	4/1, 4/4, 4/5 - 8:30-4:30
Antigo - DVD	TBD	4/12, 4/19, 4/26 - 9:00-5:00
Rhineland - DVD	Days Inn	5/3, 5/10, 5/17 - 8:30-4:30
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
Tomahawk - DVD	T'hawk Comm. Bank	9/13, 9/20, 9/27 - 8:30 - 4:30
Eagle River - DVD	TBD	10/27, 11/3, 11/10 - 8:30-4:30
Woodruff - DVD	NWAR Office	10/25, 11/1, 11/8, 11/15 - 8:30-12 11/22, 11/29 - 2/day 8:30/1:00



## AE Corner

**Matt Seegert - [NWARMatt@gmail.com](mailto:NWARMatt@gmail.com)**

**Continuing Education:** Since a few people have already asked, at left is our 2016 local CE course schedule that is still a work in progress. Please save the dates shown for any courses you wish to attend and watch for more details and registration in our February newsletter. Please note that new DSPS rules require all licensees to complete CE this year including those who just became licensed.

**REALTOR Family Scholarship:** The Committee will meet on 2/16 to review/revise the application. If you would like to participate on the committee, please let me know. The actual Scholarship opportunity will open in April.

**NWAR/GNMLS Election:** Please let me know if you would like to serve on either board and I will provide your name and contact info to our Nominating Committee for consideration. Voting for POTUS may seem like an exercise in futility, but serving on the board will empower you as a true agent of change!

**AE Tip:** Here are 5 simple rules to help you achieve "Inbox Zero" in Gmail, but these rules can also be used with other mail services/apps: <http://goo.gl/y5CMso>  
Rule #4 is a great trick to get immediate notification when expecting an important email!



## REALTOR Anniversaries

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

**30 Years:**

**Mary Ellen Poggemann** - Redman Realty Group, Minocqua

**25 Years:**

**Andrea Krueger** - Century 21 Best Way Realty, Merrill

**20 Years:**

**Dan Huhnstock** - First Weber, Rhinelander

**15 Years:**

**Kathy Dolch** - Century 21 Pine Point, Rhinelander

**Tim Kruse** - Eliason Realty, St. Germain

**Mike Miller** - Miller & Associates Realty, Three Lakes

**Micki Pierce-Holmstrom** - Century 21 Pierce Realty, Mercer

**10 Years:**

**Cami Cornelius** - Absolute REALTORS Sure Realty, Antigo

**Beth Roberts** - Balsam Cottage Real Estate Appraisal, Park Falls

**Scott Schultz** - Invest Real Estate, Rhinelander

**Thomas Thiessen** - Century 21 Pierce Realty, Mercer

**5 Years:**

**Mike Ariola** - Re/Max Invest, Rhinelander

**Note:** Members must attend a general meeting within 1 year to receive a free anniversary REALTOR pin.

## Professional Standards Update

No hearings in Q1-2016

## Lockbox Leaders



Office & Percent Assigned	
Eskridge Real Estate	100%
Lakeland Realty	100%
Compass Land Consultants	100%
Lake Country Realty	91%
Key Insight LLC	86%
Redman Realty Group	76%
Gregory Realty	73%
Re/Max Northern Lakes	71%
Schmidt-Haus Realty	71%
Flanders Realty Group	70%

**Need a refresher? View SentiLock lockbox training guides, tip sheets and more at: [www.goo.gl/kN7F3](http://www.goo.gl/kN7F3)**

## NWAR Committees 2015-16

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

## 2/10 Lunch & Learn - Oneida County Land Info

We set a new benchmark in January with over 30 REALTORS at the Vilas County Zoning Lunch & Learn! Coming up on 2/10 is another class we hope will be well-attended, as Oneida Land Info Director Mike Romportl will be joined by Register of Deeds Kyle Franson at the Rhinelander Chamber of Commerce office to answer all your questions about tax parcel maps and surveys, deeds, easements, land contracts and much more! This is a fantastic opportunity to pick the brains of the local officials who directly oversee the recording and reporting of important real estate info!

Lunch & Learn is the second Wednesday of each month from 11:45am-1:00pm and is free for all NWAR Members (\$5 for others). Please let us know which future classes interest you by visiting [goo.gl/cEXX90](http://goo.gl/cEXX90) and we will contact you the week before to confirm your attendance. New L&L class ideas welcome!



## Lunch & Learn Schedule

Date	Course Name	Details
Feb 10	Oneida County Land Info & Deeds - Rhinelander Chamber	Oneida Co Land Info Director Mike Romportl & Register of Deeds Kyle Franson will answer all questions
Mar 9	Getting Listings 101	Broker-owner Micki Pierce will teach some of her tips & tricks to attract new sellers
Apr 13	ZipForm Plus	Education Committee Chair Andy Harris will walk you through completing a transaction with Zipform Plus online

## REALTORS® on the

### Transfers & Releases:

### New GNMLS Subscribers:

1 New NWAR REALTOR  
\* New MLS Office

Name	Office
Tom Gwidt	Boss Realty - Mountain
Heidi Koplitz <sup>1</sup>	Revive Property Group* - Glidden
Ken Korsch <sup>1</sup>	First Weber - Minocqua

Name	From	To
Lisa Alsteen	C21 Pine Point - Rhinelander	Redman Realty Group - Minocqua
Bud Arnold	Schmidt-Haus Realty - Mani. Waters	
Tony Frisch	Town & Country - Tomahawk	Woodland Lakes Realty - Tomahawk
Chuck Gauthier	Gauthier Realty - Lac du Flambeau	
Sue Hagen	C21 Pierce Realty - Mercer	
Jeffery Heindl	Bluestone Appraisals - Wausau	
Dave Mace	Lakeplace.com Vacationland Props - Mng	
Amanda Matz	C21 Pierce Realty - Mercer	
Arlen Panko	C21 Northwoods Team - Crandon	
Ed Raasch	Town & Country - Tomahawk	Woodland Lakes Realty - Tomahawk
Mary Scrivner	Coldwell Banker Mulleady - Minocqua	
April Stage	Lakeplace.com Vacationland Props - Mng	
Tara Stephens	C21 Burkett & Assoc - Three Lakes	
Kim Ungerer	Town & Country - Tomahawk	
David Wilkie	First Weber - Eagle River	

*"I don't know where I'm going from here, but I promise it won't be boring." - David Bowie*

## Board of Directors 2015-16

(Area code 715 unless otherwise noted)

### Northwoods Association of REALTORS®

#### Officers (Term^):

John Morris, President 356-2121  
 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, January 21  
 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 an active participant in their Association. If you purchase or download any 2016 Code of Ethics product by 1/31, you will receive a free **2015 Profile of Home Buyers & Sellers** download (\$20 value) and a chance to win a \$100 Visa gift card! Get your MVP reward today at:

[MVP.REALTOR.ORG](http://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 54521 [Staff@NorthwoodsRealtors.org](mailto:Staff@NorthwoodsRealtors.org)

Office hours are 8am-5pm Monday through Friday

Board Office Location: [www.goo.gl/qRzxH](http://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](http://NorthwoodsRealtors.org)  
 NWAR Group Page: [Facebook.com/Groups/NorthwoodsRealtors](https://Facebook.com/Groups/NorthwoodsRealtors)

[www.goo.gl/2pnHM](http://www.goo.gl/2pnHM)

[www.goo.gl/2fjJs](http://www.goo.gl/2fjJs)

[www.goo.gl/6aOAZ](http://www.goo.gl/6aOAZ)

[www.goo.gl/KI9MI](http://www.goo.gl/KI9MI)