

The Realty Review

Volume 12, Issue 4



April 2022

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

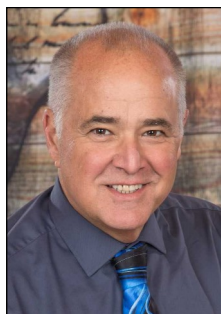
Pete Rondello, NWAR

Greetings, Friends!

In the interest of honest journalism, I hereby issue a formal retraction of my March newsletter statement that spring was in the air. I recently read somewhere: "April, go home! You're drunk!"

We've wrapped up our live CE classes, but we still have video CE at the board office starting April 28th and again in October. Seating is limited so register ASAP to attend or visit the WRA website to complete CE online on your own schedule. **IMPORTANT:** when you take CE Course 4 with WRA or NWAR, WRA's CE4 class is the *only* CE4 course approved by NWAR to also satisfy the NAR Code of Ethics requirement for 2022-24.

Matt will send out the NWAR election slate soon with details for the online NWAR election on June 8th. If you are interested in running for a seat on the board, contact Matt pronto for nomination by petition information.



Thank you to all who attended our Affiliate & Sponsor Appreciation Event this past Monday at Backwaters Bar and Grill in Newbold. Special thanks to not just the handful who joined us, but to ALL our fine Affiliates and Sponsors who always step up to support our association and their REALTOR business partners!

Registration is now OPEN and I invite you to join us on 6/2 for our annual Golf Outing & Election Dinner at Inshalla Country Club in Tomahawk - contact Matt to inquire about sponsoring golf and/or an appetizer!

Can you hear it? Opportunity coming over the hill? Or, is it mosquitoes? Hehee! Either way, peace to you until next time!

Pete



The Buzz:

- **Annual Golf Outing & Election Dinner - Tomahawk 6/2**
- **GNMLS Election LIVE 6/2, NWAR Election Online 6/8**
- **GNMLS "Clear Cooperation" Policy Update**

Affiliate Spotlight

Knight | Barry
TITLE GROUP

With the company's roots tracing as far back as 1854, as the company tasked with storing the original plat maps for the County of Racine, Knight Barry Title Group has grown to over 80 offices in Wisconsin, Michigan, Minnesota, Texas and Florida. With more than 550 experienced title, closing, and escrow professionals, KBTG is now the largest title agency in Wisconsin, and one of the largest title agencies in the US.

We look forward to serving you and your customers, wherever they may be!

Patrick Hugunin
Regional Manager

Minocqua/Rhineland/Merrill/
Wausau/Marshfield/Plover
Ph: 715-610-0473

Pat@KnightBarry.com

Annual Golf Outing & Election Dinner - Tomahawk Jun 2nd

GNMLS REALTORS, Affiliates, Sponsors and guests are hereby invited to attend our **NWAR/GNMLS Golf Outing & Election Dinner** on **Thursday June 2nd** at **Inshalla Golf Club in Tomahawk**. GNMLS will vote in-person that day or absentee, but NWAR will still vote online June 8th since hand counting 100+ NWAR paper ballots (vs ~30 for GNMLS) is a *slog*. The RPAC Auction will again be online starting in August to also keep this busy day more manageable.

Tee time is 11am sharp this year, and golfers should arrive around 10ish to hit a free bucket of balls, vote if necessary, and to ensure you are ready to roll at 10:45. Dinner guests may arrive starting at 3:30p for appetizers and networking before the **5pm Call to Order**. A dinner buffet with baked chicken, beef tips with gravy and assorted sides will follow announcements at 5:30pm, and we'll start everyone off with house salads and dinner rolls!

Please register by **Monday 5/23** and contact Matt@northwoodsrealtors.org (first come first serve) if you'd like to sponsor a golf hole (\$100) and/or appetizers (\$150) - **THANK YOU!**

REGISTER BY 5/23 - SEE PAGE 6 OR HERE: bit.ly/NWAR-GED22



Inside This Issue:

GNMLS President's Message	2
Affiliates & Sponsors	3
MLS Memo & AE Corner	3
Member Recognition & Moves	4
Monthly MLS & Lockbox Stats	4
About NWAR/GNMLS	5
Golf/Election Dinner Registration	6

President's Message

Ed Choinski, GNMLS

By now we should think about putting away all our Winter gear. Not just the coats, hats, and gloves - I mean *all* the stuff. Snowplows, snow blowers, and shovels. Wrap up all the ice fishing gear and put it away until December. We should be thinking about getting the yard work finished in a few weeks and it's time to get the docks back in and spend an afternoon getting the boats ready for the season.

This would be a normal letter for March, but it's not. It's late April and we have lost another Spring which we won't get back. All the items I mentioned are still sprawled all over the yard and garage. The only good news is that I did get to go ICE



FISHING recently since there was still up to 20 inches of ice on the two lakes I was on.

I have given up trying to have a schedule and am playing it now day by day. The best advice someone gave me years ago was to pick up the phone, and I don't only mean when its ringing. There are a lot of new Members in our association and the

very best advice I would give anyone is to pick up the phone and call your clients or customers. You will be pleasantly surprised by the response you get for taking time to call them. The biggest sale I have ever had was the direct result of calling a customer I thought was no longer interested. Thank you, Bucky.

Our annual golf outing is fast approaching in early June. I have always had a great time and you all need to take some time off and have some fun. At this point, you might want to keep out that heavy wind breaker!

Ed

GNMLS "Clear Cooperation" Policy Update

At the April board meeting, the GNMLS Board of Directors voted to modify the GNMLS "Clear Cooperation" policy that specifies timeframes for MLS entry and public marketing of your listings.

Any *required* listing - meaning within the GNMLS service area of Forest, Iron, Langlade, Lincoln, Oneida, Price, Vilas counties - taken by a GNMLS Member firm **must** be entered into GNMLS before **any** public advertising is done such as social media, signs, email blasts, websites, etc. Optional listings outside the GNMLS service area should either comply or be withheld from entry into GNMLS.

As always, if the listing is not ready to show, place it in HOLD status. More information and a published policy update will follow the May board meeting, but please make preparations for this new policy and we suggest putting it to practice as soon as possible. The MLS exists to serve as a cooperative tool among the firms who participate, and the board hopes this policy change will improve cooperation to the benefit of all involved in the transaction. Please contact the GNMLS office with questions and thank you in advance for helping improve exposure of listings to buyers and your fellow REALTORS who serve them.

Fair Housing Month Resources

While Fair Housing Month is almost over, REALTORS' commitment to upholding and promoting Fair Housing has no expiration date. This month, we had a special "Fair Housing Feud" Lunch & Learn and opened a special offer to earn a FREE dinner in 2022 that you can read about in our March newsletter.

Here are a few additional NAR and WRA Resources you can review, print and/or share throughout the year to remind everyone you encounter that Fair Housing is always a top priority for REALTORS.

WRA Fair Housing Quiz: bit.ly/3y0t95V

NAR Fair Housing Poster & Toolkit: bit.ly/3wePIFU

Thank you for continuing to strive this Fair Housing Month and all the other months to make UNfair housing history!



NWAR & GNMLS Election Primer

NWAR Election: Because tallying 100+ paper ballots was always cumbersome for volunteers to complete at the election dinner, the 2022 NWAR election will remain online (via ElectionRunner.com) on Wednesday June 8th. NWAR Members should expect an email by 9:30am June 8th with a link to vote online before the polling closes at 9pm that evening. Results will be posted soon after a trio of NWAR Member volunteers review and ratify the results.

GNMLS Election: GNMLS will return to live (plus absentee) paper ballots, and GNMLS election day is June 2nd at our annual Election Dinner. Live and absentee ballots will be tallied and results announced at the end of the dinner event since it is much easier for volunteers to tally the typical 30ish votes cast by GNMLS Participants.

As a reminder, all NWAR REALTOR or Affiliate Members may serve on the NWAR Board, while the GNMLS Board is comprised only of GNMLS Participants (Broker- or Appraiser-Owner) or a designee appointed by a Participant.

Nominations by Petition for either board must be signed by 15 Members and returned at least 14 days before the election; please contact the board office for a blank petition. Final election slates will be emailed and listed in our May newsletter.

Affiliate Company	Location	Affiliate Name	Phone
AmeriSpec Inspection Services	Rhineland	Brad Francis	715-493-0185
Associated Title & Closing Services	Ironwood MI	Roy D'Antonio	906-932-6340
Big Moose Home Inspections	Bessemer MI	Tom Ruemenapp	906-663-2221
CoVantage Credit Union	Antigo	Michelle Brettingen	715-627-4336
CoVantage Credit Union	Antigo	Pam Jansen	715-627-4336
Gowey Abstract & Title	Minocqua	Mike Brandner	715-356-3000
Home Warranty Inc.	Rock Rapids IA	Jason Probst	877-977-4949
IncredibleBank	Minocqua	LeAnn Hayden	715-358-9319
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
Northwoods Property Inspections	Park Falls	Michael Weidman	715-934-9105
Northwoods Title & Closing Svcs	Eagle River	Maryann Fath	715-479-6459
Oneida Title & Abstract	Rhineland	Jeanne Smith	715-362-3348
People's State Bank	Eagle River	Tori Dunlap	715-337-2614
People's State Bank	Minocqua	Tim Sanderson	715-358-7070
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	Deb Duncan	715-453-5354
Tomahawk Community Bank SSB	Tomahawk	Jennifer Nerva	715-453-5354
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions
Butternut
Barbara Herbst
Ph: 715-661-0561
ENVPropSolutions@hotmail.com
Mold/lead/asbestos investigations,
soil/groundwater testing & more



Kizorek Photography LLC
Minocqua
John Kizorek
Ph: 715-356-9955
KizorekPhotography.com
Real estate interior, exterior, drone
photography and video.

loanDepot.com
Schaumburg, IL
Larry Poteshman
Ph: 847-668-1441
loanDepot.com
Personalized mortgage loans on-
time, every time at loanDepot.com

LOCAL.FAST.RELIABLE.
BROADBAND
888.631.9666
sonicnet.us
103 N Railroad St,
Eagle River
SonicNet

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

MLS Memo



Lon Fisk - lon@northwoodsrealtors.org

If you have not watched the Xposure training videos lately, please review them under your Xposure Home tab at: xposure-training.com

Want to turn a contact into a client? There is an icon on the Client Timeline to do that! Watch the Clients training 6A under the above training link.

Have you ever looked at an interesting listing and wondered if it matched any of your clients? Use Client match to find out. Open the listing > Actions > Client Match and it will bring up your clients list showing any that match or none if there are no matches.

Please Note: NEVER forward your agent PCS notification email to a client. This would be a security breach of sharing your MLS access. They receive their own notifications. You may use Actions > E-mail logon information to email them the link again.

A new feature allows clients to attach notes to listings and also an option to send an email directly to their agent.

MLS Tip: Under More -> My Acct, use the "Market Area" to focus the map on your service area.

Designations & Incentives

WRA has two NAR designation/certification courses upcoming soon. NWAR Members will receive a \$100 educational incentive award soon after earning any new NAR designations/certifications, and completing **WRA Quickstart** (great for new agents!) will get you the same. Earning the C2EX endorsement is worth \$50 from NWAR, and our previous two newsletters have some other rewarding offers to explore!

May 16-17: Resort & Second Home Property Specialist (RSPS)

Jun 2-3: Seller Rep Specialist (SRS)



Register at: bit.ly/WRA-Des-Crt



Wisconsin's New Access Easement Law:
wra.org/LegalUpdates

"That's a Wrap!"
2021-22 WRA Legislative Recap:
bit.ly/3ME0FCU



AE Corner

Matt Seegert - matt@northwoodsrealtors.org

Congrats to **Mallori Zoesch** who won a \$50 gas card in our "Fair Housing Feud" Lunch & Learn this month. Congrats as well to **Amy Paikowski, Alicia Dal Ponte, Heidi Krusensterna** and **Julie Winter-Paez** who each scored \$100 (or more) from NWAR by earning new NAR designations/certifications. See the article at left for two ways to join them!

We had a fun time with 40+ of you at our Affiliate & Sponsor Appreciation Event this week. We welcome your feedback to share with the board who will decide whether to have more informal social gatherings of this nature in the future!

Speaking of good nature, we welcome you to practice it if you encounter a minor policy violation and would rather not file a complaint. We are two serving 100s and can't catch every error, many of which are so trivial that a simple call to your fellow REALTOR will suffice. Please don't ask us to pursue a remedy based on accusation alone; we need evidence and/or a formal complaint, OR you can just be good natured and place a friendly call!

AE Tip: Brave Browser - my personal favorite - now includes a **free** (up to 4 users) built-in videoconferencing tool at: talk.brave.com

REALTOR Anniversaries

Congratulations to the following Northwoods REALTORS celebrating a quinquennial anniversary this month:

20 Years:

George Gunderson - Redman Realty Group, Mnq
Derek Larson - First Weber, Minocqua

15 Years:

Adam Gohlke - Gold Bar Realty, Eagle River
Tom Suriano - Century 21 Burkett, Eagle River

10 Years:

Diane Misina - Eliason Realty of the North, ER
Kathleen Paramore - Lakeplace.com/Vland Prop- Tmk

5 Years:

Guy Polacek - Redman Realty Group, Minocqua
Pete Rondello - Redman Realty Group, Minocqua

Romelle Vandervest Passing

With deep sorrow, we share news that former REALTOR Romelle Vandervest passed away Friday April 22nd at age 55. Romelle started with Rhinelander Realty in 2001 and later worked for First Weber before joining Northwoods Title & Closing in Eagle River circa 2007. She was a staunch supporter of our association whose *joi de vivre* will be dearly missed by all who knew her.

Arrangements are pending with Carlson FH; please visit bit.ly/3keYBVO for updates and to share your fond memories of someone who will make Heaven itself that much brighter. Rest in peace, Romelle.



YTD Sales Update

On/Off Water	Median Price		Units	
	2021	2022	2021	2022
SFH Off	128,750	147,500	278	225
SFH On	278,100	371,000	234	168
Land Off	25,250	35,000	224	143
Land On	70,000	66,800	153	75

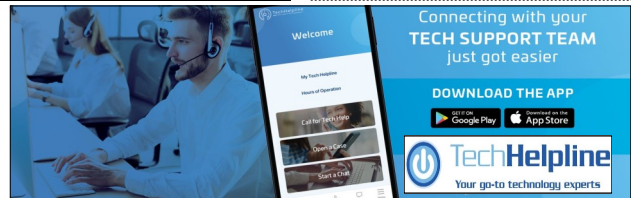
Thru Q1-22, volumes are down ~23% for SFH and ~44% for land versus Q1-21. Low inventory remains the top story, and the resulting spike in medians yields a dollar-basis sales decline of only ~5% versus last year. Not bad given the nasty winter, which may motivate some sellers this summer. Mortgage rates are up a bit, but cash sales remain plentiful which suggests our market is still affordable for relocating buyers. The challenge remains finding willing sellers since there are many wanting to join than leave the wonderful Northwoods!

Lockbox Leaders



% Active Listings w/LBs	
4 Star Realty	100%
Flanders Realty Group	100%
EXP Realty	86%
Re/Max Action North	75%
Bolen Realty	70%
Lakeland Realty	67%
Northwoods Community Realty	56%
Century 21 Pierce Realty	55%
Century 21 Burkett & Associates	54%
CLC Realty	50%

Active Listings (exc land/comm): 587
 LB Participants Active List: 444 (76%)
 Eligible Listings w/LBs: 172 (39%)



May L&L: REALTOR Safety & Self-Defense

Our final Lunch & Learn of the season is "REALTOR Safety & Self-Defense" with martial arts instructor **Gary Engels** of **Leadership Academy** on May 11th. This one will be in-person in Gary's gym across the hall from our board office, where he will show ways to give instant regret to anyone who messes with you! Please click the link below to register if you haven't filled out the poll yet this season, and we will email you a reminder the week prior to confirm if you still plan to attend. A sandwich variety from Subway, chips & water will be provided in the NWAR boardroom following Gary's demonstration.

NWAR LUNCH & LEARN REGISTRATION: bit.ly/NWAR-LNL

LUNCH & LEARN

Date	Lunch & Learn Course - Venue
May 11	REALTOR Safety & Self-Defense w/ Gary Engels - NWAR Office (No virtual)
Please contact Matt with topics you'd like to attend (or teach) next L&L season starting in October!	

New GNMLS Subscribers:

Name	Office
Neil Ashenbrenner	Exit Elite Realty* - Shawano
Serena Blume ¹	Homeland Realty - Crandon
Joshua Brokiewicz	Exit Elite Realty* - Shawano
Lacy Cichy ¹	Century 21 Burkett - Eagle River
Craig Davis	HOMEAdvantage* - Scottsdale AZ
Joe Dina	Exit Midstate Realty - Weston
Jennifer Dittmann	Keller Williams - Green Bay and U.P.
Jacob Helmrick	EXP Realty - Minocqua
Brady Jenneman	LandGuys - Bloomer
Eric Muller	Exit Elite Realty* - Shawano
Thomas O'Leary	L. Custen dba Realty.com* - Houston TX
Thomas Ponik	Zak's Realty - Ironwood
Pete Seifert	First Weber - Bessemer
Shawn Thorne	Exit Elite Realty* - Shawano

REALTORS® on the Move

Transfers & Releases:

Name	From	To
Jason Bredemann	Re/Max New Horizons - Phillips	LandGuys - Bloomer
Jim Cheshire	Coldwell Banker Mulleady - Minocqua	First Weber - Minocqua
Patrick Willis	EXP Realty - Minocqua	

¹ = New NWAR Member
 * = New GNMLS Office
 ^ = Closed DLS Office



"Don't wait for someone to bring you flowers.
 Plant your own garden and decorate your own soul."
 - Luther Burbank



Board of Directors 2021-22

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

Pete Rondello, President	358-0450
Andy Harris, President-Elect	543-8900
Jon Long, Treasurer (1)	996-2251
Andrea Krueger, Past President	453-3365

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

Tynan Anderson	(1-1)	453-3365
Tom Bird	(2-1)	356-9521
Kim Brixius	(2-1)	453-1188
Ryan Hanson	(1-2)	358-5263
Janel Pagels	(1-1)	525-1008
Ed Raasch	(2-2)	224-3800
Paul Ross	(1-1)	762-3276
Cassi Rupnow	(1-2)	356-4457

Greater Northwoods MLS®

Officers (Term^):

Ed Choiniski, President	493-7827
Dan Pudlo, President-Elect	493-7630
Julie Winter-Paez, Treasurer (1)	480-4333
Jerry Burkett, Past President	479-3090

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

Bonnie Byrnes	(1-2)	686-2481
Jackie Leonhard	(1-1)	453-2673
Jim Olsen	(0-1*)	892-1684
Adam Redman	(1-2)	358-0450
Jim Tait	(1-1)	385-2077
Mark Wagner	(1-1)	762-3291

^ President, President-Elect and Past President terms are 1 year each; NWAR Treasurers may serve up to two 2-year terms; GNMLS Treasurers up to two 1-year terms. * - Appointed/elected to <= 1-year term to fill vacancy.

NWAR Committees, Chairpersons & Duties: <https://northwoodsrealtors.org/committees>

Next Board Meetings:

Thursday, May 19th
GNMLS - 8:30am
NWAR - 10:00am

Meetings are (usually) the third Thursday of each month - Members welcome!



The National Association of REALTORS® MVP Program encourages members to take actions that will benefit NAR and members while rewarding them for being active within their association.

If you purchase NAR's GREEN Designation course for 20% off by April 30th, you will earn five free Microcourses from the Center for REALTOR Development - a \$45 value.

Earn your MVP reward at:
[MVP.REALTOR](https://mvp.realtor)

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

Our office hours are 8am-5pm Monday through Friday

Board Office Location: bit.ly/NWAR-Map

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 450+ 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 180 Member offices comprised of over 625 brokers, agents and appraisers.

NWAR & GNMLS on the Web:

NWAR Homepage: NorthwoodsREALTORS.org

Member FB Group: Facebook.com/Groups/NorthwoodsREALTORS



bit.ly/NWAR-FBK



bit.ly/NWAR-TW



bit.ly/NWAR-YT



bit.ly/NWAR-LI

2022 NWAR/GNMLS GOLF OUTING & ELECTION DINNER



**Thursday June 2nd, 2022
Inshalla Country Club - Tomahawk**

\$75 golf + dinner, \$25 dinner only

Jim Tait Memorial Cup Golf Tourney

4-person scramble - 11am shotgun start

Free bucket of range balls

18 Holes w/cart – team & individual prizes

No foursome, no problem - we'll team you up

Putting Contest – win CASH!



Schedule of Events

- 10:00** Golfer check-in & free bucket of range balls
GNMLS Participants please vote before golf
- 10:45** Golf Announcements – please be ready to roll
- 11:00** Shotgun Start & Putting Contest Opens
- 3:30** Dinner doors open, appetizers served
GNMLS Participants please vote before 5pm
- 4:30** Putting Contest Finals
- 5:00** Call to Order & Announcements
New Member Induction
Anniversaries & Recognition
NWAR Family Scholarship
- 5:30** Buffet Dinner - Inshalla ballroom
- 6:30** RPAC 50/50 Drawing
Golf Results & Prizes
GNMLS Election Results

Catering by:



Buffet Dinner of:

**Baked Chicken
Beef Tips & Gravy**

**Sides: House salad, dinner
roll, roasted red potatoes,
pasta salad, green beans**

*Try the
beef!*

*I am not
aMOOsed!*



Please return the form below with payment by May 23rd - THANK YOU!

2022 NWAR/GNMLS Golf Outing & Election Dinner Registration

Attendee Name(s):	Golf or Dinner Only? (check one)	** New REALTOR Inductee or Free Dinner Credit?
1.	Golf & Dinner ____ Dinner Only ____	Inductee ____ Dinner Credit ____
2.	Golf & Dinner ____ Dinner Only ____	Inductee ____ Dinner Credit ____
3.	Golf & Dinner ____ Dinner Only ____	Inductee ____ Dinner Credit ____
4.	Golf & Dinner ____ Dinner Only ____	Inductee ____ Dinner Credit ____

**** Subtract \$25 for each new REALTOR being inducted & anyone with a free dinner on this list: bit.ly/3rXvcne**

____ Golf & Dinner x \$75 = \$ ____ (no golf-only option)
 ____ Dinner x \$25 = \$ ____
 Total Paid: = \$ ____

**Remit with payment (checks only) by 5/23 to:
NWAR, PO Box 377, Woodruff WI 54568**

Contact Name: _____ **Email or Phone:** _____

GOLF SPONSORSHIPS \$100: Sponsors will have a sign posted at a tee with your logo & info, and all golf/dinner sponsors will receive special thanks in our newsletter. Contact Matt @ NWAR to inquire about **appetizer sponsorships (\$150)**.

Company Name: _____ **Top 3 Hole Preferences:** ____ ____ ____ (we'll confirm)