

*Northwoods Association of REALTORS® & Greater Northwoods MLS®*

## President's Message

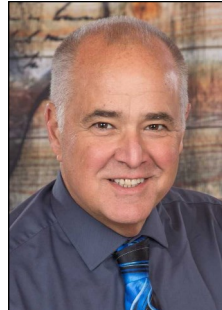
**Pete Rondello, NWAR**

Greetings, Friends!

"It's the most wonderful time of the year"! So sings Andy Williams each December, and it just may be true. At least, I hope it is for you and yours. It HAS been an amazing, record-breaking year, and I hope your stocking is brimming. If you can, share a bit with the Wisconsin REALTORS Foundation, Salvation Army, or your favorite charity. Might be the best gift you give this year.

Great to see over 120 happy REALTORS at Holiday Acres for the NWAR Christmas Party! Speaking of giving, we raised \$600 and a carload of much needed supplies for our guest of honor Tammy Modic, Director of NATH – Frederick Place. And, we celebrated Distinguished Service Award recipients Tom Ruemenapp (Affiliate – Big Moose Home Inspections) and Realtor Julie -Winter Paez (Re/Max Property Pros). Two colleagues who lead by example every day. Well deserved!

Are you thinking about New Year's resolutions? (Egad – 2022 knocks at the door!) Is one of those to attend WRA Winter Convention? Well, this biennial event is



now located in Green Bay and includes Appraisal CE courses, informative breakouts, and NAR designation courses, for which you could get reimbursed \$100 by NWAR after earning a new NAR designation/certification. An easy drive, fun town, and good networking opportunities.

Our Nomination Committee is on the lookout for a few REALTORS who are willing to take a 2-year term on the Board of Directors. Andy Harris is our Nominating Committee Chair, so please reach out to him and/or Matt to let them know if you'd like to help guide this fine organization. THANKS to all that do now – and those of you who rang bells, served on committees, and provided your time and treasure to the many groups that give back to our communities.

Time for me to wrap up, and for you to write that biz plan for another excellent year of serving your buyer and seller clients and customers.

All the best to you in '22!

Pete

### *The Buzz:*

- **WRA Winter Convention - Green Bay Feb 1-3**
- **WRA REALTOR & Government Day - Madison Feb 9**
- **"Foreclosures & Short Sales" Lunch & Learn - Jan 12**

### *Affiliate Spotlight*



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**Inspector: Steve Smith**

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## WRA Winter Convention - GB Feb 1-3

The 2022 WRA Winter Convention is just over a month away on February 1-3. Unfortunately it's leaving our backyard this year in favor of the Hyatt Regency in Green Bay. The challenges of a long drive for down-staters in wintry weather, limited conference space and lodging, and no nearby shopping malls led WRA to try something different to hopefully increase turnout. On the plus side, Green Bay isn't too far and Titledown may be abuzz in early February!

No real estate CE on the docket this year, but Appraisers will have three CE courses to choose from. There's a nice selection of NAR designation/certification courses as well with ABR, CRB, CRS and RENE classes on tap. Keynote speaker Scott Christopher will help you to be a better "people person" - essential to this line of work - plus there are over a dozen workshops and fun networking events!

**Register today at: [WRA.org/WinterConv](http://WRA.org/WinterConv)**



### *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
<b>Xmas Party Recap/Photos</b>	<b>6</b>

## President's Message

### Ed Choinski, GNMLS

Merry Christmas & Happy New Year!

There are so many things in my life that I am very thankful for. Coming off of one of the best deer hunts I have experienced in a very long time. We put the time and effort in and it paid off. I imagine it could be compared to real estate: sitting back and hoping things happen doesn't get it done anymore. The more effort you put in, the more you will get out of it.

I am also thankful for being part of this board and organization, and I like the way we are moving. There are some things that need to be worked on and there are folks willing to put in the effort to get it done. I think we all should be thankful for Lon and Matt. They keep our Board moving forward



and do their best to keep some of us out of trouble. Those of you who missed the Christmas Party also missed Julie Winter-Paez being awarded the REALTOR Distinguished Service Award. This award has nothing to do with sales and I (as a past recipient) am living proof of that. This award is given each year to a member who goes above and beyond the call of duty. Julie donates so much

of her time and money to help other folks out. She truly has made her community a better place to live and we should all be very proud of her. This, in my opinion, is the very best award anyone could receive, it says a lot about your character, a ton about your soul, and you should know there are people watching and noticing your efforts.

Lastly, the SentiCards some of us are still using will stop renewing after December 31st and become obsolete, so get used to the smartphone app.

Remember that all you have is your reputation; it's your decision what the public sees.

God Bless you all.

Ed

## 2021 NWAR Distinguished Service Award Recipients

At our Christmas Party December 9th, NWAR President Pete Rondello had the honor of presenting our 2021 NWAR Distinguished Service Awards to two well-deserving Members: NWAR Affiliate **Tom Ruemenapp** of Big Moose Home Inspections and REALTOR **Julie Winter-Paez** of Re/Max Property Pros.

Tom has been a NWAR Affiliate for 7 years and in that time he has taught multiple Lunch & Learn classes, sponsored orientation classes and several NWAR events, donated to our RPAC fundraisers, hosted booths at WRA conventions and a whole bunch much more! Tom launched his "family business" in 2004 and they have since performed 15000+ inspections including digital reports and infrared imaging.



Julie has been a REALTOR for 18 years and co-launched her firm with Judy Barr in 2012. Julie has served on the GNMLS board since 2013 including a 2-year term as Treasurer, and she also served on multiple NWAR Committees in that role. She's a strong RPAC supporter - Gold level in 2021 - and volunteers in her community in so many ways that Judy had to speedread through them at the party so we wouldn't still be there!



NWAR extends our gratitude and congratulations to Julie & Tom for their well-earned 2021 NWAR Distinguished Service Awards!

## RPAC Goal Reached - Yippee!

Thanks to the generosity of *many* NWAR Members and particularly a few dozen "RPAC Champions" who invested \$100+ (and will be recognized in our next newsletter), NWAR kept our decade-plus RPAC fundraising goal streak intact for another year in 2021!



One of the recent wins for RPAC and WRA's legislative team is the recent signing of **Wis. Act 99** into law. This new law creates a statutory formula for private road maintenance in the absence of a recorded maintenance agreement, which helps satisfy mortgage underwriters so property sales make it through to closing. Read about this latest RPAC win at [bit.ly/32h8VY5](https://bit.ly/32h8VY5) and THANK YOU again to everyone who helped RPAC to continue their mission of protecting homeownership, property rights and the real estate industry!

## Thank You Bell Ringers!

2021 Bell Ringer Gallery: [bit.ly/NWARRing21](https://bit.ly/NWARRing21)



Affiliate Company	Location	Affiliate Name	Phone
<a href="#">AmeriSpec Inspection Services</a>	Rhineland	<a href="#">Brad Francis</a>	715-493-0185
<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="#">CoVantage Credit Union</a>	Antigo	<a href="#">Michelle Brettingen</a>	715-627-4336
<a href="#">CoVantage Credit Union</a>	Antigo	<a href="#">Pam Jansen</a>	715-627-4336
<a href="#">CoVantage Credit Union</a>	Crandon	<a href="#">Angela Retzlaff</a>	715-478-5100
<a href="#">Gowey Abstract &amp; Title</a>	Minocqua	<a href="#">Mike Brandner</a>	715-356-3000
<a href="#">Home Warranty Inc.</a>	Rock Rapids IA	<a href="#">Jason Probst</a>	877-977-4949
<a href="#">IncredibleBank</a>	Minocqua	<a href="#">LeAnn Hayden</a>	715-358-9319
<a href="#">Knight Barry Title Service</a>	Minocqua	<a href="#">Patrick Hugunin</a>	715-439-4114
<a href="#">Knight Barry Title Service</a>	Rhineland	<a href="#">Al Mancl</a>	715-365-5000
<a href="#">mBank</a>	Eagle River	<a href="#">John Hletko</a>	715-477-3841
<a href="#">mBank</a>	Eagle River	<a href="#">Cathy Humbaugh</a>	715-477-3885
<a href="#">Northwoods Property Inspections</a>	Park Falls	<a href="#">Michael Weidman</a>	715-934-9105
<a href="#">Northwoods Title &amp; Closing Svcs</a>	Eagle River	<a href="#">Maryann Fath</a>	715-479-6459
<a href="#">Oneida Title &amp; Abstract</a>	Rhineland	<a href="#">Jeanne Smith</a>	715-362-3348
<a href="#">People's State Bank</a>	Eagle River	<a href="#">Tori Dunlap</a>	715-337-2614
<a href="#">People's State Bank</a>	Minocqua	<a href="#">Tim Sanderson</a>	715-358-7070
<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="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Deb Duncan</a>	715-453-5354
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Jennifer Nerva</a>	715-453-5354
<a href="#">Vilas Title Services</a>	Eagle River	<a href="#">Rick Ernst</a>	715-479-4070
<a href="#">Wisconsin Benefit Planning</a>	Minocqua	<a href="#">Charlie Ouimette</a>	715-356-2300

## NWAR Sponsors\*

**ENV Property Solutions**  
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Ph: 715-661-0561  
[ENVPropSolutions@hotmail.com](mailto:ENVPropSolutions@hotmail.com)  
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\* These are non-member paid advertisements  
not specifically endorsed or promoted by NWAR

## MLS Memo



**Lon Fisk - [lon@northwoodsrealtors.org](mailto:lon@northwoodsrealtors.org)**

These holidays of Thanksgiving and Christmas are a good time for me to take a minute to express my thanks to all of you as subscribers to the GNMLS, for giving me a job that you make enjoyable and for supporting what we are doing as a company to serve you and consumers. I want to thank the MLS Board for volunteering their time to work with me to achieve our goals. We have really been blessed with some brokers selflessly stepping up to serve on the Board. There are some good debates and consideration behind the decisions they make.

I am also grateful for the NWAR Board, who signs my paychecks and allowed me the opportunity to come to work the past ten years. Finally, I'm thankful for Matt being a good colleague to work with. We may fray each other's nerves occasionally, but we sharpen each other and complement each other's style and skills making for a better Board office. So Merry Christmas and Thank You to all of you.

## NAR Triennial Ethics

Some were confused by a recent NAR email re: triennial Code of Ethics training. If you took WRA's CE Ethics course between 2019 and present, then doing so also satisfied the NAR triennial CoE requirement and you can disregard the NAR email. If you received a reminder email from Matt at NWAR however, then you DO still need to complete the free online NAR CoE course by 12/31/21.

This may be because you took CE last biennium with a different CE provider than WRA, and only WRA's CE Ethics course is accepted by the NWAR board to satisfy the NAR CoE training requirement. We therefore encourage real estate licensees to complete WRA's CE4 Ethics course when taking CE next year since that will also fulfill the NAR CoE requirement for the new triennium of 2022-2024.

**"The Price is Right"**  
w/ Sen. Dan Feyen  
[bit.ly/WRA\\_CI](http://bit.ly/WRA_CI)



**WRA**  
WWW.WRA.ORG  
**LEGISLATIVE UPDATE**

**"Stopping Bad  
Legislative Proposals"**  
Legislative Update:  
[bit.ly/WRA\\_LU](http://bit.ly/WRA_LU)

**MLS Tip:** Winter is coming. Before Christmas, think about refreshing exterior photos with snow.



## AE Corner

**Matt Seegert - [matt@northwoodsrealtors.org](mailto:matt@northwoodsrealtors.org)**

2022 NWAR renewal statements were mailed in September with a due date of 11/30/21, but we allow a grace period until year-end. If you haven't yet renewed, please do so ASAP by mail or online at [NAR.REALTOR](http://NAR.REALTOR) (shuts down after 12/31/21) to avoid suspension and additional reinstatement fees. Please contact me if you need a copy of your statement and I will email it promptly.

If 2021 was your REALTOR swan song, THANK YOU for your past membership and we hope you made enough in this hot market of late to enjoy a long and comfortable retirement. I already heard from a couple long-time REALTORS who plan to retire, but I'll wait until January to bid them a fond farewell in case they change their mind at the last minute - tough to walk away from this market!

Thank you to all who attended our Christmas Party and other events or classes this year. We hope to see more of you in person next year as we continue to emerge from tough times that seem to be mostly behind us. Here's to a better 2022!

**AE Tip:** Looking for good content to share on social media? Scroll thru here for some informative NAR infographics: [bit.ly/3JanwoZ](http://bit.ly/3JanwoZ)

## REALTOR Anniversaries

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

### 10 Years:

**Josh Burling** - Steigerwaldt Land Sales, Tomahawk  
Members who attend a general meeting within 1 year of anniversary will receive a free anniversary pin. Those who do not attend may order a pin (cost \$10) by contacting NWAR.

## Jack Chopin Passing

We just learned the somber news that former REALTOR **John "Jack" Chopin** passed away Saturday December 18th at age 83 at Eagle River Memorial Hospital.

Jack was a sportsman and avid pilot who worked alongside his loving wife Diana for a time at Century 21 Burkett in Eagle River. His Quiet Birds flying friends group summarized it well: "We are all richer for having known Jack."

Services are pending with Gaffney-Busha Funeral Home. View his obituary and share your rich memories of Jack at: [bit.ly/3mr7X2r](http://bit.ly/3mr7X2r)

Rest in peace, Jack.



## YTD Sales Update

On/Off Water	Median Price		Units	
	2020	2021	2020	2021
SFH Off	130,000	139,100	1252	1351
SFH On	277,000	325,000	1385	1242
Land Off	28,000	31,450	590	840
Land On	71,500	77,450	537	708

Pardon the typo last month - 2020 SFH-On showed \$380k instead of \$280k - didn't mean to scare ya! One number we're certain about however is that thru November, GNMLS has reached our **first-ever BILLION DOLLAR YEAR** in total sales - WOW!

We hope you shared in the banner year and if so, be generous to your loved ones and local charities who need your support - after topping off your rainy day fund. We're asked a lot when this hayride will end, and our best advice is "Look west" to markets like Idaho that went bananas. They'll signal a return to gravity, though many might cash out & move here!

More stats at: [bit.ly/NWAR-Stats](http://bit.ly/NWAR-Stats)

## Lockbox Leaders



% Active Listings w/LBs	
England Realty	100%
Esckridge Real Estate	100%
Northwoods Community Realty	88%
Re/Max Action North	82%
4 Star Realty	75%
Flanders Realty Group	67%
Bolen Realty	57%
Woodland Lakes Realty	57%
Century 21 Burkett & Associates	50%
Symes Realty	50%

Active Listings (exc land/comm): 672  
LB Participants Active List: 672 (84%)  
Eligible Listings w/LBs: 252 (38%)

More LB Resources: [bit.ly/GNMLS-LBS](http://bit.ly/GNMLS-LBS)

### ONE DAY. ONE VOICE.

Shape the future together.

**Wed Feb 9 - Registration:** [bit.ly/WRARGD22](http://bit.ly/WRARGD22)

### TechHelpline

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Email: [support@techhelpline.com](mailto:support@techhelpline.com)

Online Chat: [chat.techhelpline.com](http://chat.techhelpline.com)

## Jan Lunch & Learn: "Foreclosures & Short Sales"

One of our top distressed property sales experts - REALTOR **Jennifer Vozka** - will join us for lunch at the board office on Wednesday January 12th from 11:45a-1:00p. Jennifer will share some tips and tricks learned over her several years of experience in handling short sales and foreclosures. While we have been blessed with a roaring real estate and strong job market locally over the past few years, those who were around in 2006-07 know how quickly the worm can turn. Join us to fill your belly with Subway and your head with some tips from Jen on how to turn a seller's misfortune into a buyer's blessing.

Please fill out the link below to let us know of any upcoming L&L classes that interest you and mark your calendar accordingly, and we will email a reminder as the date approaches to confirm if you still plan to attend.

**NWAR LUNCH & LEARN REGISTRATION:** [bit.ly/NWAR-LNL](http://bit.ly/NWAR-LNL)

## LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Jan 12	Foreclosures & Short Sales w/ Jen Vozka - NWAR Office & Webinar
Feb 9	VA, FHA & USDA Loans w/ Dee Cayo - Venue TBD
Mar 9	MLS Time-Saving Tips - NWAR Ofc / Webinar
Apr 13	Fair Housing Feud - NWAR Ofc / Webinar
May 11	REALTOR Safety & Self-Defense w/ Gary Engels - NWAR Office

## REALTORS® on the Move:

### New GNMLS Subscribers:

Name	Office
William Brace	Coldwell Banker Realty - West Bend
Vallee D'Eustachio	Red Bell Real Estate - Utah
Troy Kruser	L.A. Duesterbeck - Janesville
Lynn Senfelds <sup>1</sup>	Lakeland Realty - Minocqua
Mallori Zoesch <sup>1</sup>	Redman Realty Group - Minocqua

### Transfers & Releases:

Name	From	To
Trudy Campbell	EXP Realty - Minocqua	
Kathy Coates	Schild Appraisal Service - Merrill	
Tom Kuczmarski	Flanders Realty - Rhinelander	
Nicole Lilek	First Weber - Rhinelander	
Lauri Maldonadis	L.A. Duesterbeck - Janesville	
Tyler Warntjes	First Weber - Eagle River	

1 = New NWAR Member  
\* = New GNMLS Office  
^ = Closed MLS Office



*"The one thing women don't want to find in their stockings on Christmas morning is their husband." - Joan Rivers*

## 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 Choinski, President	493-7827
Dan Pudlo, President-Elect	547-3033
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, January 20<sup>th</sup>

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 join the MyLenovo Rewards program by 12/31, you will earn a free **New Development Marketing** webinar download (\$30 value) PLUS a 12% discount on select Lenovo products.

**Earn your MVP reward at:**  
**[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](mailto:Staff@NorthwoodsRealtors.org)

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

**Board Office Location:** [bit.ly/NWAR-Map](http://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](http://NorthwoodsREALTORS.org)

**Member FB Group:** [Facebook.com/Groups/NorthwoodsREALTORS](https://Facebook.com/Groups/NorthwoodsREALTORS)



[bit.ly/NWAR-FBK](http://bit.ly/NWAR-FBK)



[bit.ly/NWAR-TW](http://bit.ly/NWAR-TW)



[bit.ly/NWAR-YT](http://bit.ly/NWAR-YT)



[bit.ly/NWAR-LI](http://bit.ly/NWAR-LI)

# 2021 Christmas Party Recap

We were elated to see everyone reconvene beneath the mistletoe after a gap year due to supply chain issues in Santa's workshop - turns out elves also need TP! Over 120 NWAR/GNMLS Members and guests who are dear to us gathered near to us once more at Holiday Acres in Rhinelander on December 9th to share the spirit of the season.

While some spoiled their supper snacking on the scrumptious spread supplied by our superb sponsors below, most found a little extra room for a delicious dinner and a few bite of chocolate cake dessert. **NWAR President Pete Rondello** shared the jolly-good news that 2021 is our first-ever BILLION dollar year (with December still to go), plus he had the privilege of inducting two new REALTORS, recognizing service anniversaries and RPAC Champions, and announcing this year's Distinguished Service Award recipients: REALTOR **Julie Winter-Paez** and Affiliate **Tom Ruemenapp** (see pg 2 for more).

Thank you to all who attended and we wish everyone a very Merry Christmas and a happy and healthy new year in 2022!

## Welcome New REALTORS!



Welcome aboard to new REALTORS **Matt Schultz** and **Tyler Jakubowski**! President Pete led them in the REALTOR pledge before advising that the first 10 years are 'mostly about learning the ropes'.

Even newer to the biz however was one-week REALTOR **Mallori Zoesch** who ignored Pete's advice by snagging \$500+ in our 50/50 drawing - not a bad start!

## Happy Anniversaries!



Congrats on 20 years of REALTORing to **Susie Vehrs**, 10 years to **Candy Krouze**, and 5 years to **Ces Dawson & Sara Lasier**!



"...So I said to the duck 'but I asked for a side of *crackers*...'"



## Frederick Place Drive



Yours truly released Pete a bit prematurely (sorry Pete), but **Adam Redman** kindly filled in for a photo op with NATH Director Tammy Modic who returned with \$600+ and a carload of wishlist items for the fine folks at Frederick Place shelter!

## THANK YOU APPETIZER SPONSORS!

Dee Cayo - The Cayo Group at Inlanta Mortgage  
 Deb Duncan & Jennifer Nerva - Tomahawk Community Bank  
 Ryan Hanson - Lakeland Realty  
 Pat Hugunin - Knight-Barry Title Service  
 Dan Pudlo - Appraisal Associates  
 Tom Ruemenapp - Big Moose Home Inspections  
 Jeanne & Marte Smith - Oneida Title & Abstract

