



Volume 12, Issue 12

December 2022

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

## President's Message

### Andy Harris, NWAR

'Tis the season to be thankful and on that note, here are some of the many who deserve thanks for their service in leading our association over the past year (or more):

Thank you Past President **Pete Rondello**, Treasurer **Jon Long** and all the Directors who volunteered their time and consideration to keep our needle pointed north.

Thank you long-time committee Chairs like **Cheryl Eskridge** (RPAC & Membership/Orientation), **Adam Redman** (Legislative & Fair Housing), and **John Morris** (Bylaws) who also volunteered countless hours and efforts over the years in service to fellow Members. Recruiting for our RPAC auction, reading over pending legislations, or rewriting bylaws isn't always as glamorous as each sounds, but these three and others take their role to heart and always give a maximum effort.

Thank you to the fresh faces stepping up as new committee Chairs like **Ashlei Smith** (Education), **Tynan Anderson** (Professional Standards), and **Vanessa Giles** (Diversity, Equity & Inclusion) who did a fine job this spring leading our first DEI action: meeting LUHS students to talk about homeownership and careers in real estate. Vanessa welcomes anyone who agrees "variety is the spice of life" to join our new DEI Committee in its mission to engage and inspire people from all walks of



life - both within our association and local communities.

Thank you **Sara Mortensen**, **Chris Seeliger**, and the many others who agreed to share their expertise by teaching a Lunch & Learn class this season. On that note, make sure to [sign up for the rest of our current L&L season](#) if you haven't yet!

Thank you Salvation Army bell ringers for helping fill the kettles again in 2022 and the many others who volunteer in your community throughout the year. Note that if you send Matt an action photo of yourself volunteering in your community, you can [choose a free REALTOR-branded gift from NWAR](#): scarves, santa hats, gloves & more!

Thank you to all who attended, sponsored, donated, and/or joined in fundraisers held at our three annual events. I've heard our events are unusually large for our size, which I credit to our shared goal of cordial cooperation to always put our clients and customers first.

Last but not least, I thank and congratulate **2022 Distinguished Service Award winners Pat Hugunin & Dan Huhnstock** for the many years each has provided exceptional service to their customers, their community and our association!

Happy Holidays and let's do it again in 2023!  
Andy

### The Buzz:

- **2022 NWAR Distinguished Service Awards**
- **Jan Lunch & Learn: "Recession-Proofing Your Business"**
- **WRA Free Virtual Forums - Starting Jan 5th**

### Affiliate Spotlight

**www.BigMoose.us**

Serving All of Northern Wisconsin



**BIG MOOSE**

**HOME INSPECTIONS**

EXCEPTIONAL INSPECTIONS *GUARANTEED!*



- Septic & Well Inspections
- Mold Testing
- Radon Testing

**Tom Ruemenapp**  
Certified Master Inspector

800.531.0233

## WRA REALTOR & Government Day - April 26

Each spring, REALTORS throughout the state head to Madison for WRA's **REALTOR & Government Day**. This is your single best opportunity to meet with state legislators and advocate on issues affecting your business, your clients and the real estate industry.

Attendance to RGD is free for all WRA Members and includes a keynote speaker address (most likely Governor Evers), advocacy issues briefing, Capitol Hill visits and a post-event reception with complimentary drinks and hors d'oeuvres. NWAR also has a travel stipend budget for RGD attendance that is divided evenly among any NWAR Members who drive to Madison to attend. New in 2023 is that RGD attendance is now eligible to replace **CE credit for one course** during the 2023-24 biennium.



### 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
Xmas Party Recap & Photos	6

**RGD Info & Free Registration:** [bit.ly/WRA-RGD23](https://bit.ly/WRA-RGD23)

## President's Message

### Dan Pudlo, GNMLS

It was nice to see so many at the Christmas party, and thank you to all who brought donations and/or cash to support Frederick Place. The recent snow and cold should have our trails in good shape for the early part of snowmobile season, which will hopefully bring many visitors up to enjoy our area, support our local businesses and perhaps buy a house if they fall in love with the Northwoods like so many others.

Once again, the GNMLS board had a discussion regarding our advertising programs and continue wanting to improve the content. With the slowing in the market, advertising will once again become more important. Take some time this winter to review your marketing plan to ensure it's timely, interesting and casts a wide net since



buyers may not be as plentiful in the year ahead.

I had a discussion recently about who all sees our MLS listing and sold data. I know from the appraisal side that underwriters, banks, bank review appraisers, and Fannie Mae all do - basically anyone related to a loan process often sees our MLS data. We also license MLS data to vendors like CoreLogic, REALTOR.com and ListHub where it may be shared on

other platforms - I've even had attorneys mention our MLS sheets to me. We of course want potential buyers to see our listing datasheets, but there is also discussion about more widely sharing sold data to ensure buyers and lenders are more informed now than ever before.

Within my discussion the question came up: how *accurate* are our MLS datasheets? To that end, our board is always looking to improve our datasheets and welcomes your suggestions in that regard.

To end, I wish everyone a very Merry Christmas and Happy New Year. This is the season of giving, and giving of yourself is the best gift you can give!

Dan Pudlo

## 2022 NWAR Distinguished Service Awards



**Dan Huhnstock**  
2022 NWAR REALTOR  
Distinguished Service Award

Each year, the NWAR Board selects one REALTOR and one Affiliate Member to receive our equivalent of a Medal of Honor, Nobel Prize, Academy Award and Michelin Star all in one: The NWAR Distinguished Service Award. For many years, a committee chaired by the prior year's REALTOR DSA recipient was tasked with identifying and presenting DSA candidates to the Board for approval. Starting in 2021 though, we created an [online nomination form](#) to allow any NWAR Member to nominate someone you deem worthy of consideration for this honor. Doing so helps ensure nobody is overlooked simply by being on the margins of our area and/or because they keep a low profile as humble heroes often do.

It is our privilege to present **2022 NWAR Distinguished Service Awards** to **REALTOR Dan Huhnstock** and **Affiliate Patrick Hugunin**. Each has made significant contributions to their customers/clients, our association, and the Northwoods community over the years to earn their lofty place in the annals of NWAR history. While both have done many things in their career alone to deserve this honor, we prefer to spotlight how each serves their community: Dan has volunteered as a coach of the [American Legion Post 7 Rebels AA Baseball Team](#) in Rhinelander for several years, and Pat

serves on the board of the Antigo [Trout Unlimited](#) chapter who strive to conserve our watersheds and host an annual Kid's Fishing Day that inspires future generations of sustainable fishing fanatics. Congratulations to Dan and Pat on this well-earned accolade and we thank each for their fine work to strengthen our community!



**Patrick Hugunin**  
2022 NWAR Affiliate  
Distinguished Service Award

## Thank You Bell Ringers!



Conditions were mercifully milder this REALTOR Ring Day (12/2) than the recent polar plunge. However, ringing a bell for hours takes a toll on the wrist and ears in any weather. Several hearty and heartfelt souls stepped up again to ring bells throughout our area, and it's our pleasure to share some action photos to recognize their efforts - particularly of note our Tomahawk-area REALTORS who matched their kettle totals to combine for over \$2250 to Salvation Army. Well done, fam!





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="#">Crossbridge Community Bank</a>	Tomahawk	<a href="#">Deb Duncan</a>	715-453-5354
<a href="#">Crossbridge Community Bank</a>	Tomahawk	<a href="#">Jennifer Nerva</a>	715-453-5354
<a href="#">Gowey Abstract &amp; Title</a>	Minocqua	<a href="#">Mike Brandner</a>	715-356-3000
<a href="#">Home Warranty Inc.</a>	Park Falls	<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="#">Nicolet National Bank</a>	Eagle River	<a href="#">Leah Brown</a>	715-479-8484
<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="#">Hunter Piasecki</a>	715-369-3934
<a href="#">The Cayo Group at Novus Mortgage</a>	Minocqua	<a href="#">Dee Cayo</a>	715-482-7022
<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

Butternut  
Barbara Herbst (Flietner)

Ph: 715-661-0561

[ENVPropSolutions@hotmail.com](mailto:ENVPropSolutions@hotmail.com)

Mold/lead/asbestos investigations,  
soil/groundwater testing & more



**KSC**  
AERIAL MEDIA  
REAL ESTATE VIDEO  
& PHOTOGRAPHY EXPERTS  
715-437-0090  
[www.KimSwisher.com](http://www.KimSwisher.com)

### loanDepot.com

Schaumburg, IL

Larry Potesman

Ph: 847-668-1441

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

Personalized mortgage loans on-  
time, every time at [loanDepot.com](http://loanDepot.com)

LOCAL.FAST.RELIABLE.  
BROADBAND

888.631.9666

[sonicnet.us](http://sonicnet.us)

103 N Railroad St,  
Eagle River

**SonicNet**

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



Connecting with your  
**TECH SUPPORT TEAM**  
just got easier  
DOWNLOAD THE APP  
Google Play App Store  
**TechHelpline**  
Your go-to technology experts

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

## MLS Memo



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

Sometimes there is confusion with the terms we use. Only two types of listing contracts are allowed to be marketed in a MLS per NAR rules: "Exclusive Right to Sell" or "Exclusive Agency". Here are the definitions NAR provides to local boards and MLSs for each:

**Exclusive Right to Sell:** The seller(s) agree(s) to pay the listing broker a commission regardless of whose efforts bring a buyer. There could be named exceptions and they would not pay a commission if sold to those people.

**Exclusive Agency:** In this contract, the seller(s) agree(s) to pay a commission if the property is sold through the efforts any real estate broker, but if the property is sold solely through the efforts of the seller(s), then the seller (s) is not obligated to pay a commission to the listing broker.

Read more at:

[bit.ly/NAR-ListingDefs](http://bit.ly/NAR-ListingDefs)

**MLS Tip:** If you use Windows 11 (22H2), you can use the wheel as a center button to open folders in a new tab on file explorer.

## NAR Window to the Law: Real Estate Teams



NAR's **Window to the Law** video series provides REALTORS with risk identification and mitigation advice, updates on industry legal issues, best practices for real estate professionals and more.

The December video "Legal Issues for Teams" discusses rules and concerns that brokers and agents should beware of when forming agent teams. While there are benefits to the team approach, there are also some pitfalls you must take care to avoid. Watch this helpful NAR video at: [bit.ly/3YBAHa2](http://bit.ly/3YBAHa2)

**NEW REALTORS:** We recommend viewing NAR's New Member "Must Watch" List of WTTL vids at: [bit.ly/3hKq8rl](http://bit.ly/3hKq8rl)



**CENTER for REALTOR**  
FINANCIAL WELLNESS



"How Inflation & Mkt Volatility May Impact Your Retirement Plan"  
Wed 1/11 1-2pm (\$10):  
[bit.ly/3QBZlxV](http://bit.ly/3QBZlxV)

WRA November Home Sales Report:  
[wra.org/HSRNov2022](http://wra.org/HSRNov2022)



## AE Corner

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

**RE & Bus. Entity Lic. Renewal:** If you did not renew your WI real estate license and/or business entity license by 12/14, you are putting yourself, your broker and firm at risk if you continue practicing until you have renewed. See here for RE & business entity license renewal info: [bit.ly/3q0urJn](http://bit.ly/3q0urJn). WRA also has FAQs here: [wra.org/CEFAQ](http://wra.org/CEFAQ). Please renew ASAP or if not renewing, send the **Notice of Termination form** to the DSPS and email me a copy so we can remove your license from your firm and terminate your NWAR Membership.

**Free WRA Forums & Line by Line:** No WRA Winter Convention this year, but WRA does have free live virtual forums starting in January - see more next page. Note also that WRA recently made their "Line by Line" forms training free for Members. Take a snow day or two this winter to boost your understanding of WB forms you use regularly or if you prefer, learn more about some forms you don't know very well: [wra.org/linebyline](http://wra.org/linebyline)  
Happy Holidays & hello sledding season!!

**AE Tip:** Here's our December press release that went to a few local papers recently: [bit.ly/3Vv7taf](http://bit.ly/3Vv7taf)

## REALTOR Anniversaries

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

### 20 Years:

**Bryan Dahlin** - First Weber, Rhinelander

### 30 Years:

**Sandy Riley** - Coldwell Banker Mulleady, Mani. Waters

Members who attend a general meeting within 1 year of anniversary will receive a free anniversary pin. All others may order a pin (cost \$10) by contacting NWAR.

## 2023 NAR Real Estate Forecast

SFH medians for our region are up 15-19% YOY despite higher mortgage rates - likely since many are buying with cash or plenty down. Low inventory and the remote work revolution have surely helped our situation.

However, many are pondering if the slight downturn in 2022 will continue and for how long or deep.

NAR just published a 2023 forecast in which economist Lawrence Yun foresees -7% unit sales next year on flat medians before growing again in 2024. CoreLogic and BrightMLS were a bit less optimistic, though all seemed to agree that medians and sales will stay above 2019.

Read NAR's 2023 Forecast at: [bit.ly/3YrMDzV](https://bit.ly/3YrMDzV)

Year	Unit Sales	Home Price	Dollar Volume
2019	0.0%	+4.9%	+5%
2020	+5.6%	+9.1%	+15%
2021	+8.5%	+16.9%	+25%
2022 estimate	-16.2%	+9.6%	-6%
2023 forecast	-7%	+0%	-7%
2024 forecast	+10%	+5%	+15%



## Up North Update

On/Off Water	Median Price		Units	
	2021	2022	2021	2022
SFH Off	140,000	161,600	1361	1213
SFH On	325,000	387,250	1253	940
Land Off	31,500	35,000	849	691
Land On	77,950	80,000	710	404

Inventory remains historically low with only ~600 active SFHs in all of GNMLS, or just over 400 excluding those with accepted offers. This equates to ~2.5 MOI which is comparable to statewide figures reported by WRA. Price appreciation has slowed of late as higher mortgage rates reduce affordability, but word around the water cooler is we still have plenty of interested buyers.

While we remain in a seller's market at present, it's trending toward a more balanced market. Anyone considering selling would be well-advised to delay no further!

## Lockbox Latest

GNMLS Actives (exc land/comm): 680  
LB Participants Actives: 500 (74%)  
Eligible Listings w/LBs: 208 (42%)

GNMLS Lockbox Resources:

[bit.ly/GNMLS\\_LBs](https://bit.ly/GNMLS_LBs)



## FAQ of the Month

**"What happens to a listing that expires with an accepted offer?"**

A listing that expires with an accepted offer should remain in the MLS, in its current "Active O/C" status, so you can complete the status changes and mark it sold after the sale has closed.

## FREE WRA Virtual Forums

WRA has free 30-minute virtual forums this winter as follows:

**Jan 5th** - "Energy Efficiency", **Jan 19th** - "Snowbirds",  
**Feb 2nd** - "Tax Tips & Tools to Eliminate the Shoebox"

Register for Free at: [wra.org/blf](https://wra.org/blf)

## Jan 11 L&L: Recession-Proofing Your Business

Broker-Owner and NWAR Education Cmte Chair Ashlei Smith will join us at the board office Wed 1/11 from 11:45a-1:00p for a "Recession-Proofing Your Business" Lunch & Learn. While we certainly hope this L&L is just for (distant) future reference, a modest correction is possible following the past few years that rewrote the record books for Northwoods home sales.

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 your attendance.

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

## REALTORS® on the Move

### New GNMLS Subscribers:

Name	Office
Jared English	HomeStory RE* - Austin, TX
Kristen Fronek <sup>1</sup>	Wolf River Realty - Antigo
Theresa Hackbarth <sup>1</sup>	Century 21 Burkett - Three Lakes
Dai-Dai Liu <sup>1</sup>	Miller & Associates - Three Lakes
Sue Torres <sup>1</sup>	First Weber - Park Falls

<sup>1</sup> = New NWAR Mbr  
\* = New GNMLS Ofc  
^ = Closed MLS Ofc

### Transfers & Releases:

Name	From	To
Peggy Ausloos	Eliason Realty - St Germain	
Serena Blume	Homeland Realty - Crandon	
Lina Bozenoviene	Coldwell Banker West Bend	
Jonelle Bradley	Integrity Realtors - Antigo	
Anthony Cirilli	Cirilli Appraisal^ - Rhinelander	
Rick Denton	Integrity Realtors - Antigo	
Scott Erno	SE Realty^ - Arbor Vitae	

### Transfers & Releases (cont'd):

Name	From	To
Ed Foxe	Eliason Realty - St Germain	
Susan Fuller	Century 21 Ace^ - Appleton	
Alexandra Hafemeister	Northwoods Community Realty - Tomahawk	
Vince Hoehn	Century 21 Pierce - Manitowish Waters	
Kimberlee Holbrook	Century 21 Northwoods Team - Crandon	
Daniel Johns	Redman Realty Group - Minocqua	Century 21 Pierce - MW
Angi Keeley	Exit Midstate Realty - Weston	
Brenda Kreiner	Birchland Realty - Phillips	
Andrew Lindgren	Lakeplace.com/Vacationland Props - Mng	
Jennifer Lindgren	Lakeplace.com/Vacationland Props - Mng	
Athena May	1st Class Real Estate Impact - Green Bay	
Ed Perko	Century 21 Pierce - Mercer	
Tammy Stegall	Shorewest - Northern Realty - Mountain	
Christopher Stevens	OJO Home^ - Plymouth, MI	
Brenda Stiegman	Re/Max Property Pros - Minocqua	
Brittany Voigt	Century 21 Ace^ - Appleton	
Kelly Weiler	Exit Greater Realty - Wausau	

## LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Jan 11	Recession Proofing Your Business w/ Ashlei Smith - NWAR Office & Virtual
Feb 8	WI Forms & Legal Update w/ Tracy Rucka - NWAR Office & Virtual
Mar 8	Land Sales 101 w/ Jonathan Long - TBD & Virtual



## Board of Directors 2022-23

(Area code 715 unless otherwise noted)

### Northwoods Association of REALTORS®

#### Officers (Term<sup>^</sup>):

Andy Harris, President	543-8900
Ed Raasch, President-Elect	224-3800
Jon Long, Treasurer (1)	996-2251
Pete Rondello, Past President	358-0450

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

Tynan Anderson (1-2)	453-3365
Tom Bird (2-2)	356-9521
Kim Brixius (2-2)	453-1188
Kristin Gullickson-Wild (1-1)	356-4457
Ryan Hanson (2-1)	358-5263
Cliff Kolinsky (1-1)	547-3400
Janel Pagels (1-2)	525-1008
Paul Ross (1-2)	762-3276

### Greater Northwoods MLS®

#### Officers (Term<sup>^</sup>):

Dan Pudlo, President	547-3033
Adam Redman, President-Elect	358-0450
Jackie Leonhard, Treasurer (1)	453-2673
Ed Choinski, Past President	493-7827

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

Kathy Flannery (1-1*)	889-0330
Jim Mulleady Jr. (1-1)	479-1774
Chris Raasch (1-1*)	224-3800
Steve Petersen (1-1*)	614-3878
Adam Speer (1-1*)	339-2181
Julie Winter-Paez (1-1)	480-4333

<sup>^</sup> 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 19<sup>th</sup>

GNMLS - 8:30am

NWAR - 10:00am

Meetings are (usually) the third Thursday monthly - Members always 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 make a minimum \$9.95 purchase from the REALTOR Store by 12/31, you will earn a free **How to Rock Your Instagram** webinar (\$30 val) PLUS a chance to win a \$250 Visa gift card from .realtor.

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

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

**Board Office Location:** [bit.ly/NWAR-Map](https://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 470+ 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 200 Member offices comprised of nearly 700 brokers, agents and appraisers.

### NWAR & GNMLS on the Web:

**NWAR Homepage:** [NorthwoodsREALTORS.org](https://NorthwoodsREALTORS.org)

**Member FB Group:** [facebook.com/groups/northwoodsrealtors](https://facebook.com/groups/northwoodsrealtors)



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



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



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



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

# 2022 Christmas Party Recap

The halls were decked in festive adornments at Eagle Waters Resort for this year's NWAR/GNMLS Christmas Party on Wed 12/7. Over 100 guests weaved through snowy backroads to join us in good tidings starting with a lovely appetizer spread beside the hearth and culminating in yule log cake dessert before a moonlit sleigh ride home.

Event emcee and **NWAR President Andy Harris** began by recounting our blessings after another strong year in 2022 that wasn't far off the record-smashing pace of 2021. He followed by inducting three new REALTORS, recognizing two quinquennial service anniversaries, and congratulating **Pat Hugunin** who received a well-deserved **2022 NWAR Affiliate Distinguished Service Award**. *You da man, Pat!*

**RPAC Chair Cheryl Eskridge** also took a turn at the podium to thank our 2022 RPAC Champions whose \$100+ investments helped us reach our annual goal just a few days before the dinner.

Thank you to all who attended and helped us stuff the stockings at Frederick Place again in 2022. Merry Christmas & Happy New Year!



## REALTOR Anniversaries



**Tom Bird (10 Yrs) & Janel Pagels (5 Yrs)**

## Welcome New REALTORS!



Andy recited the magic words that turned **John Baird**, **Anita Theiler** and **Dave Long** into full-fledged REALTORS. Wisely left unsaid was the part about 120-hour workweeks each summer.

## 2022 RPAC Champions

*Full list forthcoming in Jan newsletter!*



Christmas came early for NATH 50/50 winner **Connie Brayton** who scored \$700 and promptly booked a trip to that posh hotel from "White Lotus".

## Frederick Place Drive

We overfilled the sleigh with Frederick Place wishlist items, and REALTOR + NATH volunteer **Lisa Alsteen** joined NWAR President **Andy Harris** in delivering them along plus a \$950 check from money raised that evening to Katie and the fine team NATH - Frederick Place.



## THANK YOU APPETIZER SPONSORS!

Deb Duncan & Jennifer Nerva - Crossbridge Community Bank

Kim Swisher - Kim Swisher Communications

Patrick Hugunin - Knight Barry Title Group

Maryann Fath - Northwoods Title & Closing Services

Lisa Alsteen & Julie Engels - Redman Realty Group



Eagle River 715/479-6459 Rhinelander 715/362-8780

