

The Realty Review

Volume 11, Issue 2



Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Andrea Krueger, NWAR

Hello again everyone and I join you in bidding farewell to the polar vortex! Spring is just around the corner and while we surely aren't done with snow, hopefully we've seen the last of 20 below!

We had a guest speaker poll a few weeks ago and your preference was to hire real estate trainer **Marguerite Crespillo** for a live event this autumn. Matt is working on making that happen and in the meantime, we are exploring the possibility of a webinar on the second-rated topic of environmental concerns. Watch for more news in upcoming newsletters!

While on the topic of education, REALTORS have learning opportunities coming up soon with webinars on NAR Designations **GREEN, PSA and RSPS**. Each of those also counts as electives for GRI and ABR, and NWAR Members who earn a new NAR Designation/Certification will also earn a \$100 educational incentive from NWAR!

If you are the parent of a graduating student, make sure they apply for a NWAR Family Scholarship and/or WRA Scholarship. Read on in this newsletter for details and get those apps in promptly!



It is said that politics is a lot like sausage making, and both happen to be popular topics in Wisconsin since we are a swing state and we love a good bratwurst! WRA's REALTOR and Government Day is coming up on April 14th and this year, it's all virtual so you need not drive 3 hours to share your

concerns with our legislators. Ditto for the NAR Legislative Meetings in May, so read on for details to attend either or both from your favorite chair!

The NWAR Nominating Committee led by President-Elect **Pete Rondello** will meet on March 11th to prepare a slate of candidates for our June election. If you are interested in running for a seat on the board, please let Pete or Matt know ASAP. FYI we will likely have our golf outing in June this year, but the dinner and live auction afterward are less likely - more on that soon.

Keep an eye out for a NWAR market update in your local paper and thank you to our PR Committee for helping prepare it.

Enjoy your corned beef and cabbage and let's bring on spring!

Andrea

The Buzz:

- **WRA Appraisal Virtual CE - Starts March 8th**
- **"GIS Mapping Systems" Lunch & Learn Webinar - Mar 10**
- **Fraud Alert: "NAR Health Insurance" Robocalls**

Affiliate Spotlight



Offering:

- Low mortgage rates
- Easy application process
- No application fees

Contact:

Pam Jansen
NMLS #508098

800-398-2667

www.covantagecu.org

NWAR & WRA Scholarships - Apply Soon!

The **NWAR Family Scholarship** is accepting applications now through **April 1st 2021**. This is open to all students graduating from high school or the equivalent in 2021 whose parent or legal guardian is an active NWAR Member (REALTOR or Affiliate) in good standing since April 1st 2020 or earlier.

A maximum of six qualified applicants will receive a single, nonrenewable scholarship award ranging from \$500-\$1000.

NWAR Family Scholarship App (Deadline 4/1): bit.ly/NWARFS21

WRA REALTOR Children Scholarship: WRA also has a scholarship opportunity for \$1000 that is accepting applications **through March 12th**. Time is short and the WRA scholarship app requires transcripts and letters of recommendation so act fast!

WRA REALTOR Children Scholarship (Deadline 3/12): bit.ly/WRARCS21



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President's Message

Jerry Burkett, GNMLS

Respect.

If I have one wish come true this year, it would be for the return of this one word and the value it imparts.

If you can't say something nice, don't say anything at all.

If you respond or entice in writing publicly, you can never take it back. No matter what the situation, if it is in print, someone will think it is true. Email and Facebook are great forms of communications and are the downfall of many.



You are not always going to win. It is statistically impossible. So buck up.

Treat others as you wish to be treated. The Golden Rule is a great way to live.

Pay it forward. Lend a hand. Reach out in your prosperity and help

those that are in need. COVID has devastated many with the loss of life and financial ruin.

Leave this earth better for your being here, not worse. The saddest thing I ever saw was a funeral for a lifetime resident of Eagle River with 4 mourners, before COVID. How sad to pass and nobody cares.

I know this message is supposed to encourage your real estate business, but if you read the above, it will. Smile, and count your blessings.

Jerry Burkett

2021 Appraisal Continuing Ed & NAR Ethics Courses

WRA is offering all 28 required hours of Appraiser CE starting March 8th in an all-virtual format so you can complete it and renew your license from your home or office!

2021 WRA Virtual (Live online) Appraisal CE Courses:

- **March 8** - 8:30a-12:00p (3.5 hr) - **Foreclosure Properties** w/ Instructor Joshua Walitt
- **March 9-10** - 8:30a-12:00p both days (7 hr) - **7-Hour National USPAP Update** w/ Joshua Walitt
- **March 15** - 8:30a-12:00p (3.5 hr) - **Repairs for FHA and VA** w/ Joshua Walitt
- **March 16-17** - 8:30a-12:00p both days (7 hr) - **HUD Handbook 4000.1** w/ Joshua Walitt
- **March 24-25** - 8:30a-12:00p both days (7 hr) - **Inconsistencies in Appraisals & Appraisal Reports** w/ Tim Anderson

Remember to logon to WRA before registering to save \$5 per course at:

WRA Appraisal CE Registration: bit.ly/WRA-AppCE21 || **Additional Appraisal CE:** bit.ly/WRA-AppCE-OD21

NAR Triennial Ethics Training: Appraisers who did not take the 2019-20 WRA CE4 *WI Real Estate Ethics* course must also complete NAR's free *Code of Ethics for Existing Members* course by 12/31/21 to fulfill the triennial COE training requirement. This includes appraisal-related modules that you can select and you can complete for free online at: bit.ly/NAR-CoE21

WRA 360: Three Megatrends in 2021

In the second episode of WRA's new **WRA 360 webcast**, WRA President Mike Theo is joined by **Dr. Mark Eppli** from UW Madison to discuss three big concerns for REALTORS in 2021 (spoiler alert: Limited inventory, mortgage interest rates, and the push to suburban/rural housing). Learn how these megatrends are reshaping housing in Wisconsin and nationwide at: www.wra.org/WRA360/episode2

P.S. - Take time soon to review your WRA email subscriptions at www.wra.org/myEmail to ensure you are getting timely notification of WRA 360, Legal Updates and other important news from WRA.



Wisconsin REALTORS® Association



2021 REALTORS LEGISLATIVE MEETINGS

May 3-14, 2021 - ALL Virtual

- View video from NAR President Charlie Oppler at: bit.ly/2PiaCh5
- NAR Press Release: bit.ly/37TpDMC

Registration Now Open at:
www.legislative.realtor

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
CoVantage Credit Union	Crandon	Angela Retzlaff	715-478-5100
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
Knight Barry Title Service	Rhineland	Al Mancl	715-365-5000
mBank	Eagle River	John Hletko	715-477-3841
mBank	Eagle River	Cathy Humbaugh	715-477-3885
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	Shelly Cole	715-453-5354
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

Fifield
Barbara Flietner
Ph: 715-661-0561
[ENVPropertySolutions.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



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

MLS Memo



Lon Fisk - lon@northwoodsrealtors.org

Last week the GNMLS Annual Report was sent to all Participants (broker/owners) in the MLS. Please review the changes in rules and other news of the past year and be sure all your agents are informed. It was certainly an active year with residential sales volume up 48% over the previous year, which was also a record year. Total sales in the MLS surpassed \$900 million!

One item of note requires that cooperation be offered promptly to all fellow members. You may still take an in-house only listing, but it may not be marketed in any way except within your member offices or by one-on-one conversations with customer/clients. To do this, the seller must sign an addendum from our website. Once a listing is entered in the MLS you must be ready to allow showings and other cooperation.

If you are a Broker/Owner, please consider serving on the MLS Board – we need your input.

MLS Tip: Use great care in choosing non-discriminatory words in your listings to satisfy Fair Housing rules.



REALTOR & Government Day Wednesday April 14th

- All-New Virtual Format
- Keynote Speaker Gov. Tony Evers
- Share your stories & challenges with lawmakers

Registration:

www.wra.org/RGDay



Episode 20 of WRA's *Capitol Insights* podcast titled "The Good, the Bad and the Drugly" discusses Gov. Evers' proposed budget and its pros and cons for real estate. View the proposed 2021-23 state budget at bit.ly/3uCP6Zg and view another informative Capitol Insights episode at:

www.wra.org/capitolinsights



AE Corner

Matt Seegert - matt@northwoodsrealtors.org

The 2020 NWAR year-end report is [on our website here](#) (password same as in monthly NWAR agenda email) and shows that our balance sheet remains strong, NWAR membership is up modestly, and unsurprisingly web traffic was mostly desktop rather than mobile - a reversal from 2019. Please give it a look and let us know if you have ideas on how we can better serve you in the year ahead!

We just sent a housing update press release this week to Lakeland Times, VC News Review and Tomahawk Leader. You can read it at bit.ly/PRFeb21 - hope you like! It seems like real estate news is rosy nationwide, as [NAR recently reported double-digit gains nationwide in Q4-2020](#). Mortgage rates will likely dictate whether the rally continues in the year ahead, so pay close attention!

WRA's penultimate Thursday Takeaway episode "[Fair Housing Advertising](#)" has helpful tips to ensure your listings are Fair Housing friendly. Give it a gander and check out NAR's [Fairhaven](#) free Fair Housing simulation.

AE Tip: NAR issued a Fraud Alert about robocalls claiming to represent "NAR health insurance". [Read the alert here](#) and what to do if you get such a call.

REALTOR Anniversaries

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

40 Years!:

Bernie Kazda - Eliason Realty of the North, St. Germain

25 Years:

Debra Weinberger - Birchland Realty, Park Falls

20 Years:

Bob Coulman - Re/Max Property Pros, Minocqua

Neil Pluister - Re/Max Property Pros, Minocqua

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.

Bud Arnold Passing



We were deeply saddened to learn that former REALTOR **Orville "Bud" Arnold** passed away on February 2nd at age 87 while surrounded by family. Bud was a civil engineer in Madison before meeting his dream girl: REALTOR Judi Schmidt Arnold in 1986. Bud joined Judi at Schmidt Haus Realty until his retirement in 2017.

Please visit bit.ly/3pLOV5D to view his obituary, share your fond memories of Bud and to pass along your condolences to Judi and others who loved him.

Rest in peace, Bud.

LUNCH & LEARN	Date	Lunch & Learn Course - Location
	Mar 10	County GIS Mapping Systems - Webinar
	Apr 14	Showings 101 - Webinar
	May 12	Home Inspections - TBD

Andy Harris and Ben Parsons will cover county GIS systems and how to pull the useful and accurate information for your listings.

Lunch & Learn Interest Poll: bit.ly/NWAR-LNL

REALTORS® on the Move:

New GNMLS Subscribers:

Name	Office
Andrew Beiser	Beiser Realty* - Winniconne
Debbie Condado ¹	Pine Point Realty - Rhinelander
Brad Eidahl	Coldwell Banker Action - Schofield
Susan German	Shorewest REALTORS - Eagle River
Kristin Gullickson-Wild	EXP Realty - Minocqua
Pamela Hupf ¹	First Weber - Eagle River
Andrew Lindgren ¹	LakePlace.com - Vacationland - Minocqua
Jennifer Lindgren ¹	LakePlace.com - Vacationland - Minocqua
Keith Rybacki	Coldwell Banker Action - Schofield
Whitney Treu	Coldwell Banker Action - Schofield
Cassandra Veldhorst	Coldwell Banker Action - Schofield
Mike Waraksa	Coldwell Banker Action - Schofield
Tammy Waraksa	Coldwell Banker Action - Schofield
Darcie Washatko ¹	CR Realty - Antigo
Samantha White ¹	Northwoods Community Realty - Tomahawk

YTD Sales Update

On/Off Water	Median Price		Units	
	2020	2021	2020	2021
SFH Off	116,000	140,250	63	96
SFH On	259,200	240,000	45	72
Land Off	36,150	25,000	44	66
Land On	90,000	80,000	17	46

Volumes are still way up despite historically low inventory, and medians were up 20.9% for off-water homes. Medians however were down -7.4% for on-water SFH, -30.8% for off-water land and -11.1% for on-water land. While one month is too short to call a trend, it could be an early sign that buyers are tightening their belts and/or settling for less than their dream property. The good news is buyer demand remains historically high, but we sorely need supply. After a bitterly cold month of February, maybe now is a good time to ask owners if they're ready cash out, buy an RV and chase 70 degree weather!

More stats at: bit.ly/NWAR-Stats

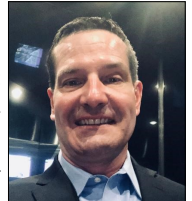
Tim McCarty Passing

With heavy heart, we share more sad news that REALTOR Tim McCarty of eXp Realty passed away on February 21st at age 51.

Tim was a well-known broker in Rockford IL and an avid outdoorsman who spent plenty of time at his Northwoods cabin before earning a WI license and joining NWAR in early 2020.

Please visit bit.ly/2NEyScP to view his obituary and services and to share your condolences and memories with Tim's colleagues, family and friends.

Rest in peace, Tim.



Lockbox Leaders



% Active Listings w/LBs	
CLC Realty	100%
NorWisRealty.com	100%
Bolen Realty	91%
Re/Max Northern Lakes	75%
Wolf River Realty	75%
Lakeplace.com/Vacationland	71%
eXp Realty	67%
Lake Country Realty	67%
4 Star Realty	60%
Re/Max Action North	60%

Active Listings (exc land/comm): 686
LB Participants Active List: 816 (84%)
Eligible Listings w/LBs: 267 (39%)

View SentiLock lockbox training guides, tip sheets and more at: bit.ly/NWAR-LBS

Transfers & Releases:

Name	From	To
Dennis Condon	Re/Max Woodlands & Water - Minocqua	Condon Realty* - Minocqua
David Duncan	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk
Sean Duncan	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk
Lakayla Grawey	Keller Williams - Stevens Point	
Jonathan Long	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk
John Osero	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk
Kylie Schneider	First Weber - Tomahawk	
Elicia Seliskar	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk
Matt Theiler	First Weber - Tomahawk	Wild Rivers Group* - Tomahawk

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



"To be successful, the first thing to do is fall in love with your work." - Sister Mary Lauretta

Board of Directors 2020-21

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

Andrea Krueger, President	453-3365
Pete Rondello, President-Elect	358-0450
Joyce Nykolayko, Treasurer (2)	546-3900
Jon Long, Past President	453-4910

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

Tynan Anderson	(0-1*)	453-3365
Tom Bird	(1-2)	356-9521
Kim Brixius	(1-2)	453-1188
Ryan Hanson	(1-1)	358-5263
Andy Harris	(2-2)	543-8900
Ed Raasch	(2-1)	224-3800
Cassi Rupnow	(1-1)	356-4457
Ashlei Smith	(1-2)	966-9280

Greater Northwoods MLS®

Officers (Term^):

Jerry Burkett, President	479-3090
Ed Choinski, President-Elect	493-7827
Dan Pudlo, Treasurer (2)	547-3033
Jackie Leonhard, Past President	453-2673

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

Bonnie Byrnes	(1-1)	686-2481
Sandy Ebben	(2-2)	365-3000
Joe Flanders	(1-2)	420-1100
Adam Redman	(1-1)	358-0450
Mark Wagner	(0-1*)	762-3291
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.

* - Appointed to 1-year (or shorter) term to fill vacancy

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

Next Board Meetings:

Thursday, March 18th

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 take advantage of any of NAR's February *Right Tools Right Now* offers by 2/28, you will earn **The 4 Secrets to Real Estate Success** webinar download for FREE!

Claim 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 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 160 Member offices comprised of over 570 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