

# The Realty Review

Volume 12, Issue 1



January 2022

Northwoods Association of REALTORS® & Greater Northwoods MLS®

## President's Message

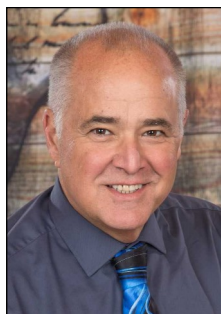
### Pete Rondello, NWAR

Greetings, Friends!

Final numbers are in: Just over \$1.1 BILLION in total sales making 2021 easily the largest on record for our MLS region! Whew! Congratulations to all who were a part of this milestone in real property sales in the Northwoods.

We lose a handful of long-time and highly-engaged Members, and I'd like to bid a fond farewell to a few in particular: NWAR Affiliates Al Mancl (29yrs), and Shelly Cole who was the first Affiliate to serve as a local board President in the state; former NWAR Treasurer Trudy Campbell (15yrs), and long-time REALTORS Joan Beil (39yrs), Scott Soder (25yrs), Greg Yoder (21yrs) and Tom Kuczmarski (20yrs). Please congratulate them and wish them a well-earned retirement!

Thanks to everyone who renewed with NWAR for 2022 and who helped us reach our RPAC goal again for the year. We received word recently from WRA that NWAR will receive a plaque for having the highest RPAC participation rate of just over 50% among mid-sized boards in the state! Special thanks to RPAC Chair Cheryl



Esckridge who spends considerable time each year organizing our RPAC Auction, and congrats to RPAC investor Kathy Artus who won the RPAC iPad Contest last month. Also a tip o' the hat to Jim Mulleady Sr, Adam Redman and Julie Winter -Paez who invested \$1000+ in RPAC to become Gold "RPAC Champions".

Finally, it's a "CE Year", so plan on taking those courses in '22. We're wondering if you'd like LIVE CE classes this year? Please let me or Matt know so we can see if it will be feasible. Also looking for guest speaker ideas and also projects that the association can partner with financially and perhaps with some Realtor energy? Ideas on all the above welcome – simply call Matt at the Board office or drop me a line.

Hope 2022 is starting off great for you! Have you kept your resolutions? Are you staying focused on that business plan? Staying healthy is also very important, so please take care of yourself and your family, and be respectful of your clients and customers.

Pete

### The Buzz:

- **NWAR & GNMLS Board Call for Candidates**
- **WRA REALTOR & Government Day - Madison Feb 9**
- **"VA, FHA & USDA Loans" Lunch & Learn - Feb 9**

### Affiliate Spotlight

#### SHORELINE TITLE SERVICES

Shoreline Title Services, Inc. has proudly served the Northwoods since 2002. Our comprehensive line of real estate services include Title Insurance, Letter Reports, Escrow and Closings, 1031 Tax Deferred Exchanges and Construction Disbursement and Inspections. Our experienced and professional staff can accommodate all your real estate needs!

#### Shoreline Title

26 S Brown St, Rhinelander  
Ph: (715) 369-3934

#### Lake Country Title

325 E Wall St, Eagle River  
Ph: (715) 477-1477

[www.Runkel.com](http://www.Runkel.com)

## NAR Broker Summit - Phoenix Apr 5-6

Get an early start on your suntan by heading to **Phoenix** Arizona on **April 5-6** for the annual **REALTOR Broker Summit**. This year's summit will be held at the Hyatt Regency Phoenix in the heart of downtown and includes the following:

- **Educational Sessions**
- **Economic Forecast**
- **The Future of Brokerages**
- **Industry Insider Insights**
- **Breakfast, Lunch & Networking Reception**
- **Nearby Attractions: AZ Center Shops, Museums, Spring MLB, Hiking & Much More!**

**Early bird registration is \$299 thru 1/31/22** after which it increases by \$50-100, so sign up soon and please bring some sun back with you!

**2022 REALTOR BROKER SUMMIT REGISTRATION:** [bit.ly/NAR-RBS22](http://bit.ly/NAR-RBS22)



### 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
2021 RPAC Champions	6

## President's Message

### Ed Choinski, GNMLS

January is a tough month to love since it can be awful cold and depending on the snow depth, your chances of a good day of ice fishing are slim to none. I still prefer the great outdoors in winter over the summer heat though, which works out well for me in the real estate business!

This is the time of the year we should be getting things lined up for our next selling season, which nowadays is all year long. 2022 is also a year that real estate licensees have to complete continuing education. In the past we had the WRA Winter Convention in Lac Du Flambeau, but this year it is in Green Bay and will only offer Appraisal CE. Your NWAR board, Education Committee and



staff are working on plans to help Members get the CE you need this year. One of the simplest options is to complete CE online with WRA, and taking WRA's CE Ethics course has the added benefit of also satisfying the triennial NAR Code of Ethics training requirement for the new period of 2022-24. Here's a link for WRA online CE: [bit.ly/WRACE22](http://bit.ly/WRACE22)

For the Brokers out there, NAR is getting ready to move all data feeds to WebAPI format. What does that mean? I have no clue. According to Lon though, a vast majority of our websites are using RETS or FTP feeds and will no longer work with the new format. I am trying to give you enough time to start looking into this prior to Summer getting here when you will not have any time for this.

One last reminder: Did you know that ALL listings in the MLS *must* have a map in the documents tab?

Until next month, stay warm and remember that all you have is your reputation! God Bless.

Ed

### NWAR/GNMLS Call for Candidates

The NWAR and GNMLS Nominating Committees are chaired by each board's current President-Elect (see page 5 for rosters), and the current Presidents each appoint 3 Members at large to serve on each Nominating Committee. Each committee is tasked with recruiting and preparing a slate of candidates for our election in May/June to run for a term of office starting in October. Directors on each board serve a 2-year term and in the case of NWAR, any REALTOR or Affiliate may serve. For GNMLS, the candidates must be the principal broke or appraiser. Directors can run for reelection to a second 2-year term and after that, they must leave the board for a year unless they are nominated for an Officer (President-Elect or Treasurer) seat. To qualify for an Officer seat on either board, you must already have served as a Director on that board in the past.

Please contact Matt or Lon if you want to inquire about serving without tipping anyone off just yet, and we invite you to contact Andy Harris (NWAR) or Dan Pudlo (GNMLS) if you would like the Nominating Committee to consider you for a candidate. The committees will be recruiting soon so please let us know ASAP if interested - thanks!



### Form Update: Wetlands Addendum W

The WRA legal team worked with DNR experts recently to address concerns that can arise when buyers purchase properties to develop that contain wetlands. In some cases, buyers were frustrated to learn only after closing that their plan was a no-go due to the presence of wetlands on the property.



It's important to note that identifying wetlands is not a simple matter and therefore should be left to the experts. Additionally, you should refer buyers to an appropriate expert on wetlands and refrain from discussing whether their intended usage is permissible. Make sure to use the Addendum W if a buyer wishes to make an offer contingent upon a wetland investigation. The newly-updated form also has helpful resources for buyers and sellers.

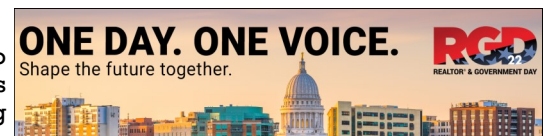
Read more at: [bit.ly/3G3wQbk](http://bit.ly/3G3wQbk)

### REALTOR & Govt Day - Madison 2/9

One day each year, REALTORS from around the state gather in Madison to discuss the issues important to property owners and real estate professionals with elected officials. REALTOR and Government Day 2022 is fast-approaching on February 9th, but there's still time to sign up and head down that morning to meet with state legislators from the Northwoods region.

The event will kick off at 1pm with an address by Governor Evers followed by an issues briefing by the WRA legislative team. Attendees will then head to the Capitol to meet with elected officials to remind them that we are still desperate for more broadband among other things. Please register ASAP if you'd like to attend, and let Matt know since NWAR has some gas money in the budget. Thank you for being an outspoken advocate for your fellow REALTORS and Northwoods property owners!

REALTOR & GOVERNMENT DAY REGISTRATION: [bit.ly/WRARGD22](http://bit.ly/WRARGD22)





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="#">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="#">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="#">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**  
Butternut  
**Barbara Herbst**  
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)

**Kizorek Photography LLC**  
Minocqua  
**John Kizorek**  
Ph: 715-356-9955  
[KizorekPhotography.com](http://KizorekPhotography.com)  
Real estate interior, exterior, drone  
photography and video.

**loanDepot.com**  
Schaumburg, IL  
**Larry Poteshman**  
Ph: 847-668-1441  
[loanDepot.com](http://loanDepot.com)  
Personalized mortgage loans on-  
time, every time at loanDepot.com

**LOCAL.FAST.RELIABLE.**  
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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.

## MLS Memo



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

Welcome to a new year. The GNMLS budget has included some funding for local charities, so if you have ideas contact me. They must be 501(c)3 nonprofit organizations and should meet peoples' needs, such as for food or housing.

All SentiLock access is now through the SentiKey app. Be sure to open this to authenticate yourself daily where you have good cell or WiFi connections. Also, keep a lookout for low battery notices on lockboxes so you can change them promptly.

NAR news - GNMLS is required to display the buyer agent commission offer on our public website so you will see that in the future. If you have a website, you are required to display either the listing firm's email address or phone number in addition to their name effective March 1. Talk to your developer.

If you are interested in serving on the MLS Board, please contact Dan Pudlo or me.

**MLS Tip:** You may attach files to MLS listings emailed, but the total size must be under 10MB.

## WRA 2021 Housing Report

Here is a summary of stats from WRA's 2021 Year-End Housing Report video:

Statewide Stats:

- 89,936 home sales (record), +0.7%
- Median price \$240k, +9.1%
- 15,037 active listings 12/21, -12.9%
- 2.0 months' inventory, -13.0%
- 75 DOM average, -11.8%

North Region Stats:

- 8,765 home sales, -6.0%
- Median price \$205k, +12.6%
- 2.6 MOI (for all WI rural counties)
- 88 DOM average, down -26.1%

Watch a short video including remarks by WRA Chairman Brad Lois, WRA President Mike Theo and Marquette Economist David Clark at: [bit.ly/3lnRTHf](http://bit.ly/3lnRTHf)

**"The Final  
Countdown" - 2022  
Legislative Priorities**  
[bit.ly/WRA\\_CI](http://bit.ly/WRA_CI)



**CENTER for  
REALTOR**  
FINANCIAL WELLNESS

**NAR Tax Summit 2022**  
4 weekly 1-hr sessions  
\$50 - Starts 1pm Wed 2/2  
[bit.ly/3feUS8Y](http://bit.ly/3feUS8Y)



## AE Corner

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

While 2022 has started off on a decidedly frigid note, I am happy to bid farewell to 2021 since that means we're a year closer to getting back to our old routines. I wish all the best to the handful of long-time Members who finished with a flurry before heading into a hopefully long and restful retirement. Our membership has grown ~6% since last year, but we lost many net years of experience. I encourage those considering retirement soon to help secure our brain trust by mentoring a newer REALTOR.

One way to secure your future is earning a [NAR Designation or Certification](#), for which you'll also earn a \$100 award from NWAR. Congrats to **Cala Neu** (ABR), **Angie Rothmeier** (ABR) and **Becky Prigge** (ABR & RSPS) who cashed in already this winter! You can also earn \$100 from NWAR for completing [WRA Quickstart](#) (great for new REALTORS), and earning the [NAR C2EX Endorsement](#) will get you \$50. Stay sharp & stay toasty!

**AE Tip:** Recently-rejoined REALTOR **Len Larsen** shared a [Vilas County setback diagram](#) that we saved on our website at Consumers -> Helpful Links -> Waterfront Resources tab.  
Thanks & welcome back Len!

## REALTOR Anniversaries

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

**40 Years!** Marcella Krusick - CB Mulleady, ER  
**30 Years:** Dennis Condon - Condon Realty, Minocqua  
**25 Years:** Scott Freimuth - NorWisRealty.com, Rhl  
**20 Years:** Dan Meier - Schmidt-Haus Realty, MW  
**Jim Mulleady Jr.** - CB Mulleady, ER  
**10 Years:** Jeff Conner - Appraisal By Conner, Minocqua  
**Chris Thomas** - Sullivan Appraisal Svcs, ER  
**5 Years:** Cassi Rupnow - CB Mulleady, Minocqua  
**Tim Schwanke** - Redman Realty Grp, Mmq

## Chris Nickolaou Passing

We received somber news recently that former long-time REALTOR Chris Nickolaou passed away Friday January 14th at age 80.

Chris served in the National Guard for 6 years before moving up north where he owned/operated Hillcrest Resort in St. Germain from 1973-85. He joined Eliason Realty in 1988 and worked there for 26 years before retiring in 2014. In 2020, Chris and wife Monica relocated to Cedar Rapids Iowa.

Services were held previously at Murdoch Funeral Home in Cedar Rapids. You may view a local news obituary at [bit.ly/3AD33VJ](http://bit.ly/3AD33VJ) and/or share your fond memories in our [Member Facebook Group](#). Rest in peace, Chris.



## YTD Sales Update

On/Off Water	Median Price		Units	
	2020	2021	2020	2021
SFH Off	130,000	140,000	1400	1472
SFH On	278,250	325,000	1512	1342
Land Off	28,450	32,000	666	918
Land On	72,500	77,000	605	747

We finished 2021 with \$1.044B in residential plus another \$77.5M in commercial sales - a total of just over \$1.1B - WOW! That was an impressive 24.4% increase in total sales over our previous best year in 2020, which itself saw a 46.8% increase over 2019. These past two years are far and away our biggest in history, but 2021 will be tough to top given our low inventory. That said, we are still competitively priced versus suburbia or the mountain west so perhaps there's room yet to grow. Fingers crossed that material costs taper off so we can afford to build some Northwoods dream homes on all these newly-bought lots!

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

**TechHelpline**  
 Your go-to technology experts  
**FREE NWAR Member Benefit!**  
 Learn more: [bit.ly/THL-NWAR](http://bit.ly/THL-NWAR)

## Lockbox Leaders

% Active Listings w/LBs	
4 Star Realty	100%
England Realty	100%
Esckridge Real Estate	100%
Flanders Realty Group	100%
Re/Max Action North	100%
Northwoods Community Realty	75%
People First Realty Group	67%
Woodland Lakes Realty	75%
Century 21 Pierce Realty	55%
Re/Max Property Pros	53%

Active Listings (exc land/comm): 672  
 LB Participants Active List: 502 (78%)  
 Eligible Listings w/LBs: 199 (40%)

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

## Jan Lunch & Learn: "VA, FHA & USDA Loans"

NWAR Affiliate Dee Cayo of the Cayo Group at Inlanta Mortgage will join us via webinar for our next L&L on Wed 2/9 from 11:45a-1:00pm to discuss VA, FHA & USDA loans. Join the webinar if you'd like to BYOL and not worry about the weather, or you can head to our board office if you'd like lunch on us!

If you have not filled out our L&L registration form since late December when we added the March thru May classes, please click the link below to let us know which upcoming classes interest you. Mark your calendar accordingly and we will email a reminder as the date nears 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
Feb 9	VA, FHA & USDA Loans w/ Dee Cayo - Webinar / NWAR Ofc
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
Noah Eschenbach	HomePoint Real Estate* - Stevens Point
Sheila Ferrin	Coldwell Banker Action - Schofield
Leonard Larsen <sup>1</sup>	Eliason Realty - St. Germain
Kenneth Leu <sup>1</sup>	Absolute REALTORS - Antigo
Allexus Merritt <sup>1</sup>	Hilgart Realty - Park Falls
Christopher Nor <sup>1</sup>	Redman Realty Group - Minocqua
Heidi Pettis	Greenstone FCS* - Clintonville
Jamie Pfantz	Coldwell Banker Action - Schofield
Eric Radi <sup>1</sup>	Century 21 Burkett - Eagle River
Anita Theiler <sup>1</sup>	Pine Point Realty - Rhineland
Steven Vitale	Valbridge Property Advisors* - Milwaukee
Katie Wadzinski	Coldwell Banker Action - Schofield
Richard Zurowski	Richard Zurowski & Assoc* - West Bend

<sup>1</sup> = New NWAR Member  
 \* = New GNMLS Office  
 ^ = Closed MLS Office

### Transfers & Releases:

Name	From	To
Joan Beil	Coldwell Banker Mulleady - Minocqua	
Terry Capsay	Esckridge Real Estate - Conover	
Nicollette Hanson	Coldwell Banker R.E. Grp - Pembine	Welcome Home Realty - Niagara
Carmen Hoyt	Homeland Realty - Crandon	
Erica Hultsch	Century 21 Burkett - Land O Lakes	
Renee Irish	Century 21 Northwoods Tm - Crandon	Century 21 Burkett - Three Lakes
Ryan Matthiae	Coldwell Banker Action - Schofield	
Katie Paremski	Re/Max Property Pros - Eagle River	
Stanley Pophal	Northwoods Community Realty - Thk	
Maria Schuelke	Hilgart Realty - Park Falls	T&M Future 7 - Butternut
Elicia Seliskar	Wild Rivers Group - Tomahawk	
Tammy Skenandore	Integrity REALTORS - Antigo	
Radley Watkins	Redman Realty Group - Minocqua	
Tyler Watkins	Redman Realty Group - Minocqua	
William Wendorf	Eliason Realty - St Germain	
Marcus White	Eliason Realty of the North - Eagle River	

## Board of Directors 2021-22

(Area code 715 unless otherwise noted)

### Northwoods Association of REALTORS®

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

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<sup>^</sup>):

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

<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>

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



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



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

#### Next Board Meetings:

Thursday, February 17<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 register by 1/31 for [NAR's Center for Financial Wellness 2022 Tax Summit](#) (starts Feb 2), you will earn a free *The Little Yellow Book: Successful Habits to Live By* download (\$10 value).

**Earn your MVP reward at:**  
[MVP.REALTOR](#)





## 2021 NWAR RPAC Champions

THANK YOU to everyone who stepped up big once again last year to help us reach our annual RPAC goal. We are pleased to report that our association was awarded top participation - over 50% - among medium-sized boards in Wisconsin. This is a testament to NWAR Members' strong commitment to helping RPAC protect property owners' rights and promote policies that will keep buyers flocking to Wisconsin as we've been fortunate to see in recent years. Obviously our market is as tight and competitive for buyers as we've ever seen, but we are lucky to live in a place where so many seek refuge in troubling times.



Last year we separated our auction from the (busy enough already) golf outing and election dinner and as in 2020, held it online while bringing back gift baskets. The results were very much in line with what we raised at past live auctions, so we will likely do an online auction in late summer again this year. WRA provided us a Windows tablet for a contest at the same time as the auction that was won by Andrea Krueger, we also had an iPad contest in early December that was open to all who invested \$50 or more in RPAC with their timely dues renewal - congrats to Kathy Artus on her new iPad! We appreciate everyone who gave to RPAC or Direct Giver in 2021, and special thanks to our RPAC Champions below who we couldn't have done it without. THANK YOU everyone and let's do it again in 2022!

- Cheryl Eskridge, NWAR RPAC Chair

### 2021 NWAR "Gold" Level Investors (\$1000+)



**Jim Mulleady Sr.**



**Adam Redman**



**Julie Winter-Paez**

### 2021 NWAR "Silver" Level Investors (\$500-999)



**Patty Libke**



**Brenda Thompson**

### 2021 NWAR "Bronze" Level Investors (\$100-499)

**Leah Antoniewicz  
Judy Barr  
Michelle Bird  
Tom Bird  
Kim Brixius  
Tori Dunlap  
Sandy Ebben  
Lon Fisk  
Lisa Fricke**

**Denise Goldsworthy  
George Gunderson  
Dan Hafenbredl  
Andy Harris  
Judith Houle  
Fred Koth  
Andrea Krueger  
Jackie Leonhard  
Melissa Mayer**

**Charlie Ouimette  
Janel Pagels  
Micki Pierce Holmstrom  
Terri Schaefer  
Toni Schneider  
Matt Seegert  
Ashlei Smith  
Pat Van Hefty  
Laurie Wagner**