

# The Realty Review

Volume 14, Issue 1



Northwoods Association of REALTORS® & Greater Northwoods MLS®

## President's Message

Ed Raasch, NWAR

Welcome to 2024 my fellow Realtors, Affiliates and Sponsors!

I'm pleased to report a 93% renewal rate among NWAR Membership for 2024 which is right in line with recent years. While we lost some long-time REALTOR veterans to retirement, we added 38 fresh faces last year for a net gain of 5 since January 2022. I encourage veteran REALTORS to help mentor new REALTORS so they can avoid an unwelcome Northwoods rite of passage like buying a LP tank or begging a township for a zoning variance!

The 2023 numbers are in and while volume was back to the pre-2020 "normal", total sales of >\$879M was still over 40% above what was normal before the 2020 real estate ramp-up. The hard part is obviously finding listings to sell but for each you do, there are still a handful of buyers lined up!

NAR just published an FAQ update on the Sitzer/Burnett appeal and a copy of the court filing you can read over if you're a legal beagle. NAR Chief Counsel Katie Johnson sounds confident they will win the appeal given deficiencies in the jury trial, and NAR's appeal lays out those concerns clearly. Copycat cases are starting to pop



up in a few states and while we are not among them at present, WRA informs us they are preparing for a vigorous defense should a similar case be filed in Wisconsin.

Our schedule is out for LIVE WRA virtual CE hosted at the board office starting Feb 20th,

and NWAR Members who take all eighteen 1-hour CE courses will receive a discount for the cost of 3 courses. NWAR is also hosting video CE starting April 1st at a reduced price which also includes the "18-for-15" Member discount. Seating is limited for both so sign up soon!

Thank you in advance to the handful of NWAR Ambassadors heading to Madison for REALTOR & Government Day. While we all get to voice our opinions at the ballot box this year, it's very important to inform policymakers on what's most important to homeowners. For those not reading this from a sunny faraway retreat, get on the NAR Travel Club and book it soon!

Make sure to take time out of your busy schedule to enjoy the Winter season and think snow!

Ed

### The Buzz:

- Starting Feb 20: Real Estate CE Livestream @ NWAR
- Feb 14: "TRHs & STRs" Lunch & Learn - Eagle River
- WRA Virtual Courses: GRI, CRS, CRB - Earn \$100 on NWAR

### Affiliate Spotlight



Let us be the last piece of the puzzle in your next **real estate transaction**.

50+ locations between WI & MI



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## NWAR-Hosted Livestream & Video 2023-24 Real Estate CE

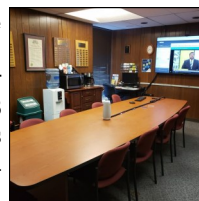
Yes our lead story is the same as last month, but it may be fleeting news since only a handful of seats remain for livestream and video CE hosted at NWAR. WRA has livestream courses that NWAR will remotely host here on Tuesday and Thursday mornings from 2/20 through 3/7 to complete all 18 hours of 2023-24 real estate CE. If technology isn't your forte, signup below and let us handle it! All you need to bring is your smartphone or laptop to complete a quick 5-question multiple choice quiz after each 1-hour CE course.

Starting April 2nd, NWAR will offer video-based CE courses at what may be the lowest price around of only \$6 per course for NWAR Members, and Members taking all 18 with us will receive a 3-course discount that allows you to complete all 18 course for under \$100! Seats are filling up so register soon below and it's fine to mix between livestream and video courses!

**NOTE:** To attend the WRA livestream CE from your home or office, DO NOT register at the links below; you should instead register here on the WRA website.

**NWAR 2023-24 Livestream CE Registration:** [bit.ly/NWARLiveCE24](https://bit.ly/NWARLiveCE24)

**NWAR 2023-24 Video CE Registration:** [bit.ly/NWAR-VCE24](https://bit.ly/NWAR-VCE24)



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## President's Message

### Adam Redman, GNMLS

Hello friends! Here we are heading into February already. Hope everyone is still conquering their New Year's resolutions!

It sure has been an odd and arguably disappointing winter. Well, I know some of you enjoy these unseasonably warm temps and the fact you haven't had to shovel as much! However, we can all agree that this has been an extremely difficult season for many business owners. With tourism practically non-existent, please encourage people, if they're able, to eat out a little more often, tip generously, shop locally and maybe even assist your business contacts and past clients on creative ideas to generate business.



We discussed several ongoing topics in our January Board meeting. We are continuing to monitor the NAR lawsuits and other evolving concerns and will keep you all apprised of developments impacting GNMLS.

This time each year, our Nominating Committee reconvenes and begins searching for MLS Participants (Broker-

Owner or Appraiser-Owner) interested in serving on the GNMLS Board. If you're interested in serving on our Nominating Committee or running for a Director seat on the GNMLS Board, please contact Nominating Committee Chair Jackie Leonhard, Lon and/or me to let us know. Thank you!

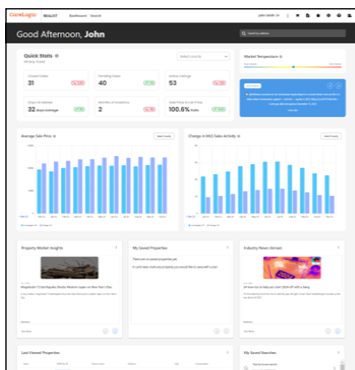
The GNMLS Annual Report was recently emailed to GNMLS Participants. Please remember to review the GNMLS policy documents for changes and make sure to share anything your Agents.

Hope you all have a SWEET February!

Adam

## New: Realist Insights Dashboard

The Insights Dashboard in Realist is here! This dashboard will now act as your Realist home page to stay updated with essential stats, market trends, industry insights, and more – all in just a few clicks. These powerful features provide you with critical insights at your fingertips so you can be the market advisor that your clients need to make better, faster decisions. It's your market at a glance!



**Insights Dashboard Video Intro:** [bit.ly/3SdFQ5V](https://bit.ly/3SdFQ5V)

**Insights Release Notes:** [bit.ly/3vuvruS](https://bit.ly/3vuvruS)

## WRA Virtual Courses - Earn \$100 on NWAR!

NWAR Members who earn a new NAR Designation or Certification will also earn a \$100 NWAR Educational Incentive Award for supporting our mission to promote professionalism among NWAR Membership. WRA has several upcoming virtual courses that count toward NAR Designations and Certifications - click the title(s) below to learn more & register!

**Feb 12-13 (9a-12:30p): Tax Strategies for RE Professionals -**  
Earn 8 [CRS](#) + 6 [GRI](#) credits

**Mar 14-15 (9a-12:00p): New-Home Construction and Buyer Representation Course -** [ABR](#) Elective + 6 [GRI](#) credits

**Apr 11-12 (9a-12:30p): Residential Real Estate Probate Specialist Certification -** 8 [CRS](#) + 6 [GRI](#) credits

**Apr 18-19 (9a-12:45p): Creating a Profitable Real Estate Company -** [CRB](#) Elective + 6 [GRI](#) credits



FOCUS ON ENERGY® partners with utilities across Wisconsin to provide resources and rebates for energy-efficient home products, equipment, and improvement projects. Becoming an Ambassador allows you to introduce Focus on Energy to your buyers and offer them improved home comfort, efficiency, and peace of mind in their new home. To date, real estate Ambassadors have put more than \$1.5m of vouchers into the hands of their clients and have set more than 12,000 Wisconsin homebuyers on the path to energy efficiency and cost savings.

Enrolling is a simple 2-step process: complete the enrollment form, attend a workshop, and you can start offering clients energy efficiency expertise and exclusive perks including a welcome kit with a **\$125 voucher for a heating and cooling tune-up or the purchase of a program-qualified smart thermostat**. The kit is co-branded with your business information and sent to your clients on your behalf (at no cost to you), providing an extra touch of customer service and value.

**Help your clients manage rising energy costs!**

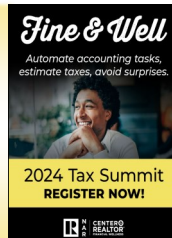
• Complete the [Online Enrollment Form](#)

• Join a **FREE 45-min Real Estate Ambassador Workshop**

## NAR 2024 Virtual Tax Summit

- 2/7: SMART From the Start Accounting & Tax Tips
- 2/14: Tax Update – REALTOR® Edition
- 2/21: Advanced Tax Strategies for Agents
- 2/28: Tax Advantages for Agents Investing in RE

**Registration:** [bit.ly/3XCiKCF](https://bit.ly/3XCiKCF)





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="#">IncredibleBank</a>	Minocqua	<a href="#">LeAnn Hayden</a>	715-358-9319
<a href="#">Knight Barry Title Group</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="#">US Bank Home Mortgage</a>	Minocqua	<a href="#">Jake Heyroth</a>	715-498-9004
<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\*

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Butternut  
Barbara Herbst (Flietner)

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& PHOTOGRAPHY EXPERTS  
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[www.KimSwisher.com](http://www.KimSwisher.com)

### loanDepot.com

Schaumburg, IL

Larry Potesman

Ph: 847-668-1441

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

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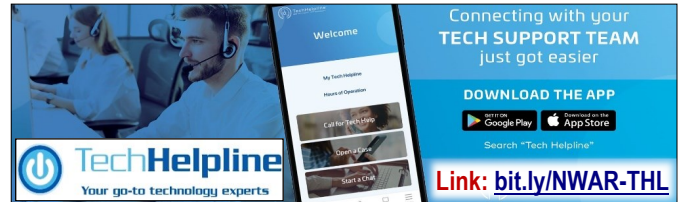
888.631.9666

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

103 N Railroad St,  
Eagle River



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



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GET IT ON the App Store  
Search "Tech Helpline"

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

## MLS Memo



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

Annual reports were sent out this month to GNMLS Broker-Participants. At least once each year, brokers should review the MLS policies and rules with all agents. You can find the current rules on our website at: [bit.ly/GNMLS-Pol](http://bit.ly/GNMLS-Pol)

It is important that MLS data can be relied upon as accurate and everyone follows the same rules. If you see a problem with a listing, go to Actions -> "Report this Listing" to notify GNMLS (and optionally the listing agent). This anonymous report tool helps each of us to play a part in keeping the MLS data clean, and it helps to be specific about the problem to ensure it's properly identified and corrected. Of course, calling the agent directly also works!

We encourage you to add media to your listings to help boost them in public MLS searches. The quickest things you can add are a brochure, a floor plan, and a video. The time investment may be only 5 minutes for a brochure or 2-3 hours to create an eye-catching video.

**MLS Tip:** After taking a [Windows "Snip"](#) in Windows 11, you are now able to extract the text from the image to paste into another program.

## NAR WTTL: Independent Contractor Best Practices

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

The January "Independent Contractor Best Practices" WTTL with NAR Sr. Counsel Matt Troiani explains how to properly classify and treat agents who work as independent contractors to avoid legal challenges and protect benefits to brokers, agents, and consumers.

Watch NAR's latest WTTL video at:  
[bit.ly/NAR-WTTL](http://bit.ly/NAR-WTTL)

WTTL "Must-Watch List for New REALTORS": [bit.ly/WTTL-MW](http://bit.ly/WTTL-MW)



WRA Legal Update:  
"Top Five Legal  
Developments for 2023"  
[wra.org/LegalUpdates](http://wra.org/LegalUpdates)



WRA December  
Home Sales Report:  
[wra.org/HSRDec2023](http://wra.org/HSRDec2023)



## AE Corner

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

Thank you to those who responded to our Education Poll earlier this month with your thoughts on educational topics that would interest you if offered by NWAR. We are exploring our options but in the meantime, see page 2 for WRA classes and note as well that [NAR has a 20% off discount thru 1/31](#) for online courses for the e-PRO Cert and SRES Designation!

REALTORS can also earn NAR's [C2EX endorsement](#) for free in your spare time, and NWAR Members who do will snag a \$50 NWAR Educational Incentive Award. It's even easier to earn on NAR's all-new C2EX mobile app at: [bit.ly/3vQ9d6K](http://bit.ly/3vQ9d6K)

An updated [WRA Citation Policy](#) went into effect Jan 1st and while we know no NWAR REALTORS would ever behave unethically, it's worth noting that the fines are steeper than in the past. [REALTOR Code of Ethics](#) Articles 3, 7, 10 & 12 were all updated in the past two years, so it's prudent to spend a few minutes to update your understanding as well.

We wish everyone a restful winter before the Northwoods real estate rodeo returns!

**AE Tip:** With huge cyberattacks [in the news again](#), cybersecurity is as important as ever. Follow a few smart tips from Tech Helpline at: [bit.ly/496jwSy](http://bit.ly/496jwSy)

## REALTOR Anniversaries

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

### 35 Years:

**Ken Wickman** - Independent Broker, Woodruff

### 30 Years:

**Kyle Zastrow** - First Weber & Appraisal North, Rhinelander

### 25 Years:

**Roy D'Antonio** - Eliason Realty of the North, Lnd O' Lks

**Renee Irish** - C21 Burkett & Associates, Three Lakes

**Joe McKenna** - Bolen Realty, Antigo

### 20 Years:

**Leah Antoniewicz** - Wolf River Realty, Antigo

**Jackie Leonhard** - N'woods Community Realty, Thawk

**Patricia Lindgren** - Northern Estates, Hawthorn Woods

**Darrell McDougal** - First Weber, Antigo

**Vikki Summers** - Wolf River Realty, Antigo

**Brent Ven Rooy** - C21 Best Way Realty, Merrill

### 10 Years:

**Andy Gee** - First Weber, Minocqua

### 5 Years:

**Chris Seeliger** - Chris Seeliger Appraisals, Minocqua

**Lauren Sowinski** - First Weber, Rhinelander

## Up North Update

On/Off Water	Median Price		Units	
	2022	2023	2022	2023
SFH Off	162,000	179,000	1286	1121
SFH On	385,000	400,000	1006	841
Land Off	35,000	37,900	728	639
Land On	80,000	99,000	420	326

The numbers are in for 2023 and it should surprise no one that volume in our 7 core counties was down -14.9% YOY. What is a bit surprising is that buyers held firm despite rising rates, since the average sale price was up +1.8% YOY at ~\$245k.

Adding it up, 2022 was down -11.2% in total sales at ~\$879M. This ranks 4th in GNMLS history behind only the 3 preceding years, though still far above the pre-2020 pace of ~\$620M/yr. 2024 NWAR renewals held steady at ~93% to reassure us that local REALTORS are holding your ground - and hopefully selling a few acres here & there!

## Lockbox Latest

GNMLS Actives (exc land/comm): 590  
LB Participants Actives: 435 (74%)  
Eligible Listings w/LBs: 162 (37%)

GNMLS Lockbox Resources:

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



## FAQ of the Month

**"How should I enter One-Party or Office Exclusive listings in GNMLS?"**

Enter the listing into GNMLS after closing with full listing details, and please make sure to submit the proper forms to the MLS office.

Read [more here](#) or in our full GNMLS FAQ list at the link below.

MLS FAQs: [bit.ly/GNMLS-FAQ](https://bit.ly/GNMLS-FAQ)

## Cletus Schey Passing

We received sorrowful news earlier this month that former REALTOR Cletus "Clete" Schey passed away peacefully at home on December 30th at age 85.

Clete married wife Rose in 1961 and in 1976, they moved up north where Clete founded Vacationland Properties in Minocqua. He ran it for 3 decades before handing the reigns to son Patrick in 2006, and Clete retired in 2011 after 35 fruitful years in real estate. He is survived by 2 daughters, 3 sons and 7 grandkids.

Services were held at St. Bernard's Catholic Church in Middleton. Please view [bit.ly/48MxIA2](https://bit.ly/48MxIA2) for more and to share your condolences and fond memories of a REALTOR who helped many people turn their vacationland into their new homeland.

Rest in peace, Clete.



## LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Feb 14	Tourist Rooming Houses & STRs w/ Zoning Admin Dave Sadenwasser Nicolet Bank - Eagle River & Virtual
Mar 13	Round Table - Lessons Learned the Hard Way w/ NWAR Director Chris Raasch Tomahawk Chamber of Commerce & Virtual
Apr 3	MLS: 1-Party Listings & MLS FAQs w/ MLS Coordinator Lon Fisk Antigo CoVantage Credit Union & Virtual

NWAR L&L Registration: [bit.ly/NWAR-LunchLearn](https://bit.ly/NWAR-LunchLearn)

## REALTORS® on the Move

### New GNMLS Subscribers:

Name	Office
Kelly Bakken	Restaino & Associates - Fitchburg
Kevin DeLap	Fathom Realty - Madison
Deb DeWitt	Century 21 Affiliated - Janesville
Pat Esselman	Re/Max Excel - Schofield
Bob Tidwell	First Weber - Minocqua
Micah Victory	Vacasa Wisconsin LLC* - Portland

### GNMLS Transfers & Releases:

Name	From	To
Greg Barr	Re/Max New Horizons - Phillips	
Kristi Campbell	Integrity Realtors - Antigo	
Dave Duncan	Wild Rivers Realty Group - Tomahawk	
Dan Ericksen	Birchland Realty - Phillips	
Terri Lynn	Rusty's Real Estate^ - Hurley	
Kathryn McMannes	Century 21 Burkett - Eagle River	
Amy Nowak	Century 21 Burkett - Eagle River	Coldwell Banker Mulleady - Eagle River
Matt Wallmow	Redman Realty Group - Minocqua	Lakeland Realty - Minocqua
Jan Wright	Wright Homes^ - Minocqua	

I = New NWAR Mbr  
\* = New GNMLS Ofc  
^ = Closed MLS Ofc



*"Success usually comes to those who are too busy to be looking for it."*

*- Henry David Thoreau*

## Board of Directors 2023-24

(Area code 715 unless otherwise noted)

### Northwoods Association of REALTORS®

#### Officers (Term^):

Ed Raasch, President	224-3800
Tom Bird, President-Elect	356-9521
Kim Brixius, Treasurer (1)	453-1188
Andy Harris, Past President	543-8900

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

Tynan Anderson	(2-1)	453-3365
Judy Barr	(1-1)	480-4333
Kristin Gullickson-Wild	(1-2)	356-4457
Ryan Hanson	(2-2)	358-5263
Cliff Kolinsky	(1-2)	547-3400
Cala Neu	(1-1)	339-4663
Janel Pagels	(2-1)	525-1008
Chris Raasch	(1-1)	224-3800

### Greater Northwoods MLS®

#### Officers (Term^):

Adam Redman, President	358-0450
Jackie Leonhard, President-Elect	453-2673
Jim Mulleady, Treasurer (1)	479-1774
Dan Pudlo, Past President	493-7630

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

Kathy Flannery	(1-1*)	449-5022
Steve Petersen	(1-1)	614-3878
Chris Raasch	(1-1*)	224-3800
Chris Seeliger	(1-1)	358-6832
Adam Speer	(1-1)	339-2181
Julie Winter-Paez	(1-2)	480-4333

^ 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, February 15<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 subscribe to IRAR's *WealthWise* Newsletter by 1/31, you'll earn a free "**Supercharge Your Retirement eBook for REALTORS®**" - RE Investments in Self-Directed Retirement Plans (value ~\$25).

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



**NORTHWOODS  
ASSOCIATION  
OF REALTORS®**



**MLS**  
MULTIPLE LISTING SERVICE  
Greater Northwoods  
[UpNorthMLS.com](http://UpNorthMLS.com)



### 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 460+ 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 ~210 Member firms comprised of ~740 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)





## 2023 NWAR RPAC Champions

A decade ago after years as a committee volunteer, I accepted an invitation by the Board to replace departing NWAR RPAC Chair Joan Seramur. To call those big shoes to fill is an understatement as my first big hurdle was rallying enough support from NWAR Members to replace Joan's substantial RPAC donations that, over the years, would earn her the rare "[Platinum R](#)" Major Investor recognition from NAR.



REALTORS' POLITICAL ACTION COMMITTEE

I therefore share with great pride and gratitude that for the past 10 years, NWAR has reached our RPAC fundraising goal *every year*! While a handful of our most generous investors like those listed below are always pivotal in reaching our goal, just as important were the many who invested in RPAC with your dues and/or participated in our RPAC fundraiser events. In each of those years, about a third of our goal came from our "RPAC Champions", a third from investments included with dues, and a third from our fundraiser events so it was truly a team effort!

My heartfelt thanks to everyone who helped us reach our RPAC goal each year over the past decade. Obviously things are changing since the RPAC portion of dues is now "mandatory" (with an exception for legal purposes), but WRA will continue giving local boards a goal independent of the RPAC portion of dues. I welcome and thank new NWAR RPAC Chair Kristin Gullickson-Wild for stepping up to serve in this important role, and I hope you will show her the same support and generosity I have been fortunate to enjoy over the past decade.

THANK YOU once again for your past and future support for RPAC's important mission of protecting homeownership and the real estate industry!

- Cheryl Eskridge, NWAR RPAC Chair 2013-2023

### 2023 NWAR "Gold" Investors (\$1000+)



**Patty Libke**



**Adam Redman**



**Julie Winter-Paez**

### 2023 NWAR "Silver" Investors (\$500-999)



**Todd Johnson**

### 2023 NWAR "Bronze" Investors (\$100-499)

**Bob Baratka  
Jennifer Burkett  
Ed Choinski  
Laurie Cummings  
Noel Fitzgerald  
Denise Goldsworthy  
Kristin Gullickson-Wild  
Erik Johnson**

**Ida Kinsley  
Jackie Leonhard  
Judy Mixis  
Mandy Mortag  
Jim Mulleady  
Janel Pagels  
Micki Pierce Holmstrom**

**Mary Ellen Poggemann  
Chris Raasch  
Ed Raasch  
Cassie Reid  
Brenda Thompson  
Mary Thompson  
Pat Van Hefty  
Ray Weber**