

The Realty Review

Volume 11, Issue 3



March 2021

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Andrea Krueger, NWAR

As I write this month's message, I am in a condo on Florida's gulf. Wrote an offer on the way down, and "doing" real estate each morning. What an incredible world of technology we have! There are 2 sides to look at it. Is it overwhelming our lives, and we will never be able to focus on our family? Or does it just make it MUCH easier to do business? I hope we can all find the right balance.

Our board office has also been busy lining up some nice opportunities for REALTORS. Here are some dates to note, and Matt informs me there will be more info on each in this edition:

- **April 1st** - [NWAR Family Scholarship deadline](#) - get your apps in ASAP!
- **April 14th** - ["Showings 101" Lunch & Learn](#) w/Andy Harris (webinar)
- **April 14th** - [WRA REALTOR & Government Day](#) (free & all virtual)
- **April 21st** - [Mediation/Ombudsman training](#) w/Tracy Rucka (webinar)
- **April 29th** - [Waterfront Concerns Panel Discussion](#) w/ three experts on a variety of riparian matters (webinar)



June 3rd - Annual Golf Scramble at Trout Lake Golf Club - more info soon, and note that we plan for an outdoor BBQ picnic following golf - nongolfers welcome to join us!

Thank you to Andy Harris and Ben Parsons who did a fine job teaching "GIS Systems" L&L for

nearly 30 attendees. Just two more classes to go before summer break!

Thank you to Pete Rondello and the NWAR Nominating Committee who prepared a slate of candidates for our election in June. We will hold the election online again since it worked well in 2020, and our RPAC auction will also be online later in the summer. Splitting those events up instead of doing all on one day made things much easier for volunteers and staff last year and we still met all our goals. That may be the norm going forward if things go well again this year. Thank you to ALL our board/committee volunteers and the new ones who stepped up to run for office!

Happy Easter and have a terrific spring!

Andrea

The Buzz:

- **NWAR Family Scholarship**
FINAL CALL - Deadline Apr 1
- **Spring Election - Apr 6**
REALTOR & Govt Day - Apr 14
- **Mediation/Ombudsman Training Webinar - Apr 21**

Affiliate Spotlight



Northwoods Title & Closing Services has been serving title insurance needs since 1972 and is dedicated to delivering the best title service available to Oneida and Vilas County.

- Title Insurance
- Closing Services
- Preliminary Title Searches for Realtors (Search and Hold)
- Title Searches (Letter Reports)
- Construction Disbursing

[Maryann Fath](#), Office Manager

Eagle River: (715) 479-6459

Rhineland: (715) 362-8780

[NorthwoodsTitleandClosing.com](#)

We invite you to experience the commitment of Northwoods Title & Closing Services!

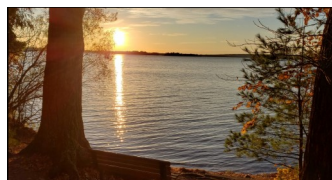
"Waterfront Concerns" Panel Discussion - Apr 29

Based upon your response from a recent guest speaker poll, we are pleased to announce a **"Waterfront Concerns" panel discussion webinar** on **Thursday 4/29 from 1-3pm**.

This live webinar is free for Members to attend from the comfort of your home or office, and our speaker panel will consist of three legitimate subject matter experts: **Patrick Goggin** - Lake Specialist of UWEX Lakes Partnership, **Bob Martini** of Oneida County Lakes & Rivers Association, and **James Yach** - DNR Secretary's Director for Northern WI.

Please register below for this discussion that will cover a variety of topics such as: OHWM, wetlands delineation/crossings, buffers and viewing corridors, piers, dams and flowages, property values and shoreline development and more.

Have a question for the experts? Ask when registering at: bit.ly/NWAR-Seminar21



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President's Message

Jerry Burkett, GNMLS



Up at dawn, check the schedule,
Three to show, one to close.
New client arrives via email,
Researched agents, me they chose.

Underwriter has a problem,
Appraiser found peeling paint.
Hard to fix at 5 degrees,
Close in May, it will have to wait.

Title company needs an easement,
Driveway there 30 years
Angry neighbor just said no,
Anxious Seller now in tears.

Showings great, found a home,
First time Buyers, nervous today.
Two small children need a yard,
Apartment has no room to play.

Closing touchy, late to fund,
Wire transfer lost in space.
No keys to the Buyer, said the Seller,
Till all the funds are here in place.

Day is done, problems solved,
The Realtor relaxes, and plans their day.
Hectic, challenging, wonderful
always;
We wouldn't have it any other way!

Jerry

NWAR Scholarship - Deadline 4/1

Time is almost up for **NWAR Family Scholarship** applications that are **due by April 1st**.

If you are a NWAR Member (REALTOR or Affiliate) in good standing since April 1st 2020 or earlier AND the parent or guardian of a 2021 high/secondary school graduate, make sure they submit a NWAR Family Scholarship application by April 1st for a chance to receive a one-time scholarship from \$500 to \$1000 toward their post-secondary education. Scholarships may also be used for trade/vocational schools including licensing courses such as real estate pre-license!



NWAR Family Scholarship App - DUE 4/1:
bit.ly/NWARFS21



REALTOR & Government Day - Wed April 14th

- All-New Virtual Format (Free for WRA Members)
- Keynote Speaker Gov. Tony Evers
- Share your stories & challenges with lawmakers

Registration:
www.wra.org/RGDay

Mediation/Ombuds Webinar - Apr 21

WRA attorney **Tracy Rucka** will conduct a Mediation/Ombudsman Training webinar for REALTORS from 1-4pm on Wednesday April 21st. Discussion points include ombudsman and mediation services, the role of the ombudsman or mediator, skills and techniques to facilitate communication and assist the parties to reach resolution, limitations to mediation, and time for Q&A.

All NWAR Members who attend will also qualify to serve as a mediator or ombudsman on the NWAR Professional Standards Committee. Register below, mark your calendar and watch your inbox for a Zoom invite!

Med/Omb Training Registration: bit.ly/MedOmb21



Spring Election - April 6th

Remember to vote in the Spring Election on Tuesday April 6th.

Voters statewide will choose the next WI School Superintendent and ballots in the Northwoods area may also include appellate judges, local school boards, municipal government, and/or local referenda. To view what's on your ballot, visit myvote.wi.gov.

To check your voter registration status and confirm your information is accurate, visit:

myvote.wi.gov/en-us/RegisterToVote

Find your local polling place at:

myvote.wi.gov/en-us/FindMyPollingPlace



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 Hietko	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

Advertising listings: Before posting anything on social media about a listing, please take note that by [Wis. Stat. § 452.136](#) you need a valid listing contract if you advertise a property for sale OR you need the listing broker's permission. You must always name the brokerage who has the contract and the name needs to be "clear and conspicuous" in the advertisement. Also note this statute requires you to advertise a price in the ad that has been agreed to by the seller.

For more information, you can review this article from the WRA Real Estate magazine: bit.ly/3suKTka

As we move deeper into the final year of accessing lockboxes with cards, please become more familiar with the features of the SentiKey app. Learn how to create a schedule for showing agents so they will have correct codes when they arrive at old boxes.

MLS Tip: Please put a priority on using the newer white BLE bluetooth boxes on listings instead of the older NXT blue boxes which are more likely to have dead batteries or other problems.



**2021 REALTORS
LEGISLATIVE MEETINGS**
May 3-14, 2021 ALL Virtual

Details & Registration:
www.legislative.realtor



Take a detailed look at the American Rescue Plan's funding assistance for landlords and tenants. Heiner Giese with the Apartment Association of Southeast Wisconsin discusses the new COVID-19 relief legislation with the WRA's EVP Tom Larson. Watch Capitol Insights episode 22 at:

www.wra.org/capitolinsights



AE Corner

Matt Seeger - matt@northwoodsrealtors.org

Thank you to **Jim Mulleady** for passing along word of the **VCEDC Broadband Update webinar** for REALTORS last week. Long story short: A handful of towns have broadband projects rolling out presently or soon that promise to finally close the broadband gap in much of our region. State and federal grants are helping make cable/fiber broadband affordable in smaller towns like ours, and wireless/satellite solutions are also becoming faster and more widely available. View a recording of this informative webinar at bit.ly/3szvq2p using password !LV9wRN\$ and download their slideshow at bit.ly/3m0H7N7.

2021 Wisconsin Act 17 was just signed into law which includes a number of rule changes for home inspections such as "calling a defect a 'defect'". Read a WRA summary at: bit.ly/3sBC20b

I hope to see many of you in 2D at our April webinars and in 3D at our 6/3 golf outing & picnic dinner at Trout Lake GC. Save the date for now & hope for sun but just in case, they have two big canopies!

AE Tip: NAR issued a new [Fraud Alert about spoofed SentiLock invoices](#). If you get a bill claiming to be from SentiLock, please ignore it!

REALTOR Anniversaries

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

25 Years:

Christina Duckett - Re/Max Property Pros, Tomahawk

20 Years:

Tom Kuczmarski - Flanders Realty Group, Rhinelander

Susie Vehrs - Re/Max Property Pros, Minocqua

15 Years:

John Morris - Lakeplace.com/Vacationland Props, Mnq

Brad Thacker - The Real Estate Brokers, Hazelhurst

10 Years:

Jon Long - Wild Rivers Group Real Estate, Tomahawk

Candace Schneider - Island City Appraisal, Minocqua

5 Years:

Cala Neu - Northwoods Realty, Phillips

Dan Schummer - CLC Realty, 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.

April is Fair Housing Month

April is Fair Housing Month, and WRA just released episode 11 of *Legal Update Live* titled "Fair Housing and Fairhaven".



In this edition, WRA Attorney Debbi Conrad is joined by NAR Fair Housing Representative Alexia Smokler who recapped a [3-year Newsday study on Long Island](#) which found that 40% of the time, agents treated nonwhite testers differently from white testers. Upon learning of this eye-opening study, NAR created the "Fairhaven" free online simulation wherein REALTORS can test your compliance with fair housing principles.

Fair Housing Legal Update: bit.ly/2O7X1HB

Fairhaven Simulation: bit.ly/3cjiF6m

NAR Fair Housing Toolkit: bit.ly/3wePIFU

REALTORS® on the Move:

New GNMLS Subscribers:

Name	Office
Reilly Brigham ¹	Integrity Realtors - Antigo
Lisa Bougneit	Keller Williams - Green Bay and UP
Samantha Cricks	SCS Real Estate - Mosinee
Julie Engels ¹	Redman Realty Group - Minocqua
Summer Frazier	RealHome Services and Solutions - Chicago
Shelly Grant	Exit Midstate - Weston
Dan Hafenbredl ¹	Headwaters Real Estate - Presque Isle
Rodney Hix ¹	Integrity Realtors - Antigo
Jerrod Hock ¹	CLC Realty - Minocqua
Madison Krueger-Brown ¹	Wild Rivers Group - Tomahawk
Nicole Lilek ¹	First Weber - Rhinelander
Al Luedtke	Shorewest REALTORS Northern - Mountain
Michelle Maiman	Haven Real Estate Co* - Appleton
Kathryn McMannes ¹	Century 21 Burkett - Eagle River
Timothy Nelson ¹	Wild Rivers Group - Tomahawk
LauraLyn Nielsen ¹	Key Insight - Rhinelander
Shane Packard ¹	Integrity Realtors - Antigo

YTD Sales Update

On/Off Water	Median Price		Units	
	2020	2021	2020	2021
SFH Off	115,000	134,500	133	179
SFH On	269,500	275,000	79	143
Land Off	36,000	25,250	59	142
Land On	79,500	70,000	34	91

As the adage goes, "Buy land - they're not making more" - notwithstanding some palm-shaped islands on the Dubai coast). Word seems to be spreading that the Northwoods has land to spare, since it's selling at more than double the pace of a year ago. SFD sales aren't far off that pace, and the gap is likely a symptom of our historically low SFD inventory. Lon noted that we actually have more homes with pending offers at present than without - WOW!

Interest rates have crept up a bit but also remain near historic lows, so surf's up for the time being if you can find willing sellers!

More stats at: bit.ly/NWAR-Stats

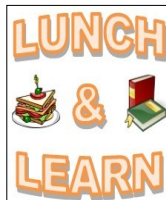
Lockbox Leaders



% Active Listings w/LBs	
CLC Realty	100%
4 Star Realty	75%
Esckridge Real Estate	75%
Bolen Realty	67%
Lake Country Realty	67%
Lakeplace.com/Vacationland	67%
NorWisRealty.com	67%
Re/Max Northern Lakes	67%
Schmidt-Haus Realty	67%
Wolf River Realty	67%

Active Listings (exc land/comm): 763
LB Participants Active List: 642 (84%)
Eligible Listings w/LBs: 235 (37%)

View GNMLS lockbox forms, training & resources at: bit.ly/GNMLS-LB



Date	Lunch & Learn Course - Location
Apr 14	Showings 101 (Webinar) w/ Andy Harris
May 12	Home Inspections (Webinar) w/ Michael Weidman

Just two more classes to go before summer break! If you haven't filled out the interest poll yet this season, please do so below and we will email you the week prior to any class that interests you with a link to join the Lunch & Learn webinar. "BYOL"

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

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



Transfers & Releases:

Name	From	To
Rachel McNamara	Keller Williams - Stevens Point	eXp Realty - Minocqua
Peter Strueck	Keller Williams - Fox Cities - Appleton	
Danielle Whitman	Keller Williams - Stevens Point	Haven Real Estate Co - Appleton



"Too often I would hear men boast of the miles covered that day, rarely of what they had seen." - Louis L'Amour

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

^ 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

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

Next Board Meetings:

Thursday, April 15th
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 claim your free .REALTOR web address by March 31st, you will earn **The Little Black Book: Relationship Rules to Live By** download, PLUS a 1-in-5 chance to win access to T3 Intel including the 2021 Swanepoel Trends Report!

Claim your MVP reward at:

[MVP.REALTOR](https://mvp.realtor)

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

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 590 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