



Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Andy Harris, NWAR

I am pleased to proclaim winter is officially OVER, but keep an eye on your tomato plants anyhow since frost doesn't care what the calendar says! Hopefully we'll have plenty more jacket-free days and great-sleep evenings before the dog days arrive and with them, around a half billion cherished visitors! If you didn't fire up the pontoon yet, get out there ASAP before the logjam starts!

I'm also honored to announce our first-ever (per Matt) WRA "Partnership for Success" award recipient in new REALTOR Oleksandr Bykonka. Born in Ukraine before emigrating to America with his family in the early 2000s, Oleksandr joined RE/MAX Property Pros this month and was awarded a free year of dues upon selection by WRA as a [Partnership for Success](#) award recipient. Congratulations and welcome aboard to Oleksandr, and I encourage everyone to explore this important program that helps new REALTORS from diverse backgrounds succeed in their new career. Learn more at: bit.ly/3ByoTez

Lunch & Learns just went on summer break and I want to thank the 128 attendees this season who seized these opportunities, and special thanks to our fine instructors - some of whom are local REALTORS with unique



knowledge and skills they shared with fellow Members. We are very fortunate to have a tight-knit and cordial community of professionals working together to lift all boats!

While NWAR school's out for summer, WRA still has several ongoing mini-courses and live webinars. Watch the [WRA](#)

[Calendar](#) for quick courses on topics like CMAs and NAR designation/certification courses for which NWAR Members can earn a \$100 Educational Incentive Award. No CE until next year, so 2023 is a good time to make time to add a new acronym or two to your business card!

Local chambers will soon have new rack cards promoting our UpNorthMLS.com portal and working with a REALTOR. If you'd like to snag some to share at your office or a friendly local business, we have a modest surplus at the board office - give Matt or Lon a call and they'll help you out.

Get your registration in soon for our golf outing and dinner, and please call Matt ASAP if you'd like to sponsor golf or appetizers. Hope you can join us but in either case, remember to vote online June 13th to help choose our future board leadership!

Andy

The Buzz:

- ***LAST CALL* Golf Outing & Election Dinner - June 7th**
- **Election Slates & Dates: GNMLS Thu 6/8, NWAR Tue 6/13**
- **WRA Partnership for Success Program**

Affiliate Spotlight

ENV Property Solutions, LLC

ENV Property Solutions of Butternut is a local minority- and woman-owned business serving Northern Wisconsin. We have 15+ years experience including training & certification in asbestos, lead, mold & more. We specialize in helping our customers develop and implement solutions for various environmental, health & safety situations. Our services include:

- Mold investigations & abatement protocols
- Lead & asbestos sampling for real estate transactions & remodeling

Call us today - we'd love to serve you!

Barb Herbst, PG, CPG

envpropsolutions@hotmail.com

Butternut WI ♦ (715) 661-0561

ENVPropertySolutions.com

LAST CALL Golf Outing & Election Dinner - Due 5/30

Just over a week left until our **2023 NWAR/GNMLS Golf Outing & Election Dinner Wed June 7th at St. Germain Golf Club & Whitetail Inn**. We must provide a (mostly) final guest count soon, so please **email Matt your registration by noon Wed 5/31** to join us! Golfers should arrive between 10-11am and allow yourself time to hit a bucket of balls and/or walk to the snack shop to snag a sack lunch (or grab it as you head to tee #10). Please have carts loaded and ready for announcements at 11:15am before the 11:30 shotgun start. As you pass the practice green, check in with the Crossbridge Community Bank crew to compete for cash in our putting contest and to take a group photo with Lon or Matt.

Dinner doors open at 4pm for cocktails and appetizers followed by a 6:00pm Call to Order with dinner following a few announcements. We will recognize our generous golf and/or appetizer sponsors and could use a couple more of each - please contact matt@northwoodsrealtors.org if you can help us make this another blithe and belly-busting ball for all!



See form on page 6 or visit: bit.ly/NWARGolf23 - **Register by noon 5/31**

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President's Message

Dan Pudlo, GNMLS

Hopefully spring is here to stay, and spring typically starts the strong selling season. May to August trends show a steady increase in sales then the decline starts, then back to the slower winter. We are unlikely to see the same fervid pace of sales as we did in 2021-22, but we are at about the same steady (rather than manic) pace we saw in 2019-20 through the first 4 months of 2023.

We still have a strong market with most sales taking place within the first two months of listing. Over the last year, the pace of price gains have tapered off or in some cases dropped slightly, which can mainly



be attributed to the higher interest rates. As we head into a new selling season, please take time to properly enter your MLS sheets - this is very important not just for appraisers like me, but also for fellow agents who use the information for their comparative market analyses to

determine a quality selling price for your sellers.

I was once told never take so much time to make a living you forget to make a life. With that, please take the time to spend time with family and have some social time with your fellow workers and partners. We have the upcoming golf outing soon, which is a great time to do some socializing with your fellow Brokers and Salespeople and our Affiliate Members.

Hope to see you all in St. Germain!

Dan Pudlo

GNMLS Election - Vote Online Thu 6/8

GNMLS 2023 SLATE OF CANDIDATES

GNMLS President-Elect 2023-24:

Jackie Leonhard - Northwoods Community Realty, Tomahawk

GNMLS Treasurer-Secretary 2023-25:

Jim Mulleady - Coldwell Banker Mulleady, Eagle River

GNMLS Director (5 seats available, *= incumbent):

Kathy Flannery* - Homeland Realty WI, Crandon

Steve Petersen* - Steve Petersen Realty, Woodruff

Chris Raasch* - Woodland Lakes Realty, Tomahawk

Chris Seeliger - Chris Seeliger Appraisals, Minocqua

Adam Speer* - Birchland Realty, Phillips

Note: Director electees finishing 4th & 5th will serve 1-year terms to fill vacated seat & align election rotation.

NWAR Election - Vote Online Tue 6/13

NWAR 2023 SLATE OF CANDIDATES

NWAR President-Elect 2023-24:

Tom Bird - First Weber, Minocqua

NWAR Treasurer 2023-25:

Kim Brixius - Re/Max Property Pros, Tomahawk

NWAR Director 2023-25 (5 seats available, * = incumbent):

Tynan Anderson* - C21 Best Way Realty, Tomahawk

Judy Barr - Re/Max Property Pros, Eagle River

Deb Duncan - Crossbridge Community Bank, Tomahawk

LeAnn Hayden - IncredibleBank, Minocqua

Joy Kohegyi - Real Broker, Mercer

Cala Neu - Northwoods Realty, Phillips

Janel Pagels* - Redman Realty Group, Minocqua

Chris Raasch - Woodland Lakes Realty, Tomahawk

WRA Partnership for Success Program

The WRA Partnership for Success Program offers support to help ensure new REALTORS from diverse backgrounds thrive in their new career. By forging a partnership between applicant, sponsoring broker and WRA, this program provides startup assistance to applicants from a minority race, color or national origin.

To apply for a Partnership for Success award, both broker and applicant must submit applications and complete an interview with WRA. If granted an award, the recipient receives one year of REALTOR dues *plus* six months of MLS fees. Additionally, candidates who complete the free NAR Fairhaven course and attend the WRA convention or another non-CE course with WRA in their first year are eligible for a 2nd year of free dues.

WRA Partnership for Success Program Details: www.wra.org/Partnership

Partnership for Success Program

Opening Doors to REALTOR® Diversity



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
Crossbridge Community Bank	Tomahawk	Deb Duncan	715-453-5354
Crossbridge Community Bank	Tomahawk	Jennifer Nerva	715-453-5354
Gowey Abstract & Title	Minocqua	Mike Brandner	715-356-3000
Home Warranty Inc.	Park Falls	Jason Probst	877-977-4949
IncredibleBank	Minocqua	LeAnn Hayden	715-358-9319
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
Nicolet National Bank	Eagle River	Leah Brown	715-479-8484
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	Hunter Piasecki	715-369-3934
The Cayo Group at Novus Mortgage	Minocqua	Dee Cayo	715-482-7022
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions

Butternut
Barbara Herbst (Flietner)
Ph: 715-661-0561

ENVPropSolutions@hotmail.com

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



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AERIAL MEDIA
REAL ESTATE VIDEO
& PHOTOGRAPHY EXPERTS
715-437-0090
www.KimSwisher.com

loanDepot.com

Schaumburg, IL

Larry Potesman

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



Connecting with your
TECH SUPPORT TEAM
just got easier
DOWNLOAD THE APP
GET IT ON Google Play | GET IT ON the App Store
TechHelpline
Your go-to technology experts

Link: bit.ly/NWAR-THL

MLS Memo



Lon Fisk - lon@northwoodsrealtors.org

Sometimes you need to enter a listing and place it on HOLD due to delayed showings, etc. Be sure to select Internet=NO so it doesn't go out of Xposure before it is ready. When on HOLD be clear in your Agent remarks whether showings are available or not. Access must be equal for the listing firm and other firms. Showings must be available within 72 hours of going Active.

Have you ever entered a listing outside of the MLS office hours and found the road missing? Your best solution is to enter it as "Near" an existing close-by road in the correct municipality. Do not choose a road with the right name but that is in a different municipality. After the road has been added update the listing. This is not wonderful, but the best solution I can think of since we do not have staffing 24/7.

Please remember you may use the Lake or River Name field only if there is owned frontage or deeded access/non-public rights to the waterfront. Otherwise use the remarks to say it is nearby to the lake. Remember to follow ANSI measuring standards: bit.ly/ANSI-101

MLS Tip: In Windows 11, hold Shift as you right-click on a file or folder to see the full list of options in the context menu.

NAR WTTL: The Benefits of Using a Buyer Rep. Agreement

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.

May's "The Benefits of Using a Buyer Representation Agreement" video with NAR Attorney Deanne Rymarowicz shares how REALTORS can protect consumers and build stronger relationships by going over the benefits of these agreements with your buyers.

Watch NAR's latest WTTL video at:
bit.ly/NAR-WTTL

WTTL "Must-Watch List for New REALTORS": bit.ly/WTTL-MW



"Lead-Based Paint Disclosures"

wra.org/LegalUpdates

WRA April
Home Sales Report:
wra.org/HSRApr2023



AE Corner

Matt Seegert - matt@northwoodsrealtors.org

Thank you **Joy Kohegyi** and **Andy Gee** for collaborating on our REALTOR Safety Lunch & Learn to wrap up our current season. If you missed any classes and want to review handouts, send me an email for a link to our full L&L online repository.

We also thank **Ben Parsons** who was just confirmed as the new NWAR Education Committee Chair. Ben will be working with yours truly soon on our next season of L&L classes, so please let him (and me) know if you have an idea for a future L&L topic you'd like to attend - or teach!

Congrats to the following REALTORS who earned their broker license so far in 2023: **Noel Fitzgerald, Melissa Mayer, Josh Vollmar & Caleb Schneider!**

The NWAR Association Policy manual was recently revised after our Board approved merging the FH & DEI Committees, plus revisions from our new partnership with WRA who will administer Prof Stnds going forward. You can review the manual on the [NWAR Members page](#) - email me if you need the password. Cya next week!

AE Tip: Hackers are in the news again, and here's a site reviewing security tools you might consider to help stay safe in the digital realm: www.av-test.org

REALTOR Anniversaries

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

25 Years:

Jo Ann Klug - Schmidt-Haus Realty, Manitowish Waters
Lance Krolczyk - eXp Realty, Minocqua
Micki Pierce-Holmstrom - C21 Pierce Realty, Mercer

20 Years:

Bob Merz - Re/Max Property Pros, Eagle River
Kay Reil - Re/Max Property Pros, Eagle River

10 Years:

Tynan Anderson - C21 Best Way Realty, Tomahawk
Gary Van Wormer - C21 Burkett & Assoc, Land o Lakes

5 Years:

Dave Duncan - Wild Rivers Group RE, Tomahawk
John Kazda - Eliason Realty of the North, St. Germain

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.

Lee Chaney Passing

We bring sad and belated news that REALTOR Leanne "Lee" Chaney passed away April 24th at age 61. Born in Maine, Lee's love of nature led her to the Northwoods where she joined eXp Realty in 2017, later earning her broker's license in 2020. Lee will be dearly missed by her colleagues and family including one daughter and four grandchildren.

A celebration of life will be held on Saturday, July 15th at 1:00p at the Minocqua Baseball Park. In lieu of flowers, monetary or in-kind donations can be made to Oneida County Animal Shelter in Rhinelander.

Visit bit.ly/3Oh7Bdi for more info, to share condolences or light a candle in memory of a REALTOR who will be remembered for her professionalism, compassion and kindness.

Rest in peace, Lee.



Up North Update

On/Off Water	Median Price		Units	
	2022	2023	2022	2023
SFH Off	145,000	159,900	319	251
SFH On	380,000	397,500	237	152
Land Off	35,250	35,000	214	177
Land On	69,900	90,000	119	65

YTD thru April, medians are up YOY for our region. Looking at just the month of April however, results are mixed. For April-only YOY, off-water SFH medians in our core 7 counties are +21.5% at \$170k with 2.22 MOI or -19% lower. April on-water SFH medians were -7.3% at \$425k however and MOI nearly unchanged.

WRA and NAR both report modestly lower YOY medians in April and slightly higher MOI, but only higher-priced homes in our area mirror that at present. Our market is still strong - in particular for off-water homes.

Lockbox Latest

GNMLS Actives (exc land/comm): 595
 LB Participants Actives: 439 (74%)
 Eligible Listings w/LBs: 167 (38%)

GNMLS Lockbox Resources:

bit.ly/GNMLS_LBs



FAQ of the Month

"What rules govern putting listings on social media?"

Social media advertising is governed by [state laws](#) including REEB code, the [REALTOR Code of Ethics](#), and by [GNMLS rules & policies](#). **Always** get permission before sharing listings from other firms, give proper attribution to the listing office and/or GNMLS, and note that all advertising must include the name of your firm or broker.

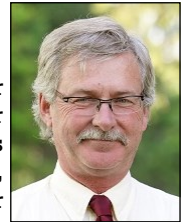
MLS FAQs: bit.ly/GNMLS-FAQ

Greg Yoder Passing

It pains us to share more somber news that former REALTOR Dr. Paul Gregory Yoder of Rhinelander passed away Monday May 15th at age 73. After his engineering career relocated him to the Northwoods, Greg met REALTOR Barbara Sass and joined her profession in 2000 before joining her in matrimony in 2003. Greg will be remembered by colleagues including his wife, his four children and five grandkids for his love of sailing, fishing and hunting, skiing and entertaining guests at his farm.

There will be no services at this time for Greg, per his request. The family asks that any memorials may be made to Seasons of Life Hospice in Woodruff. Visit bit.ly/438zclw to leave private condolences for the Yoder family who are being served by Carlson Funeral Home.

Rest in peace, Greg.



REALTORS® on the Move

New GNMLS Subscribers:

Name	Office
Terry Allen	Terry Allen Realty* - Suamico
John Bulawa	Keller Williams - Milwaukee
Lora Cordova	HomePoint Real Estate - Stevens Point
Bonnie Gajewski	Terry Allen Realty - Suamico
Don Lindquist	Pioneer Group* - Thorp
Tyler Pederson	TBD Appraisal* - Marquette
Phil Souzek ¹	Gold Bar Realty - Eagle River

¹ = New NWAR Mbr
 * = New GNMLS Ofc
 ^ = Closed MLS Ofc

Transfers & Releases:

Name	From	To
Kathy Altman	Coldwell Banker Action - Merrill	
Elizabeth Karnosky	Flanders Realty Group - Rhinelander	
Joe Dina	Exit Midstate - Weston	
Paul Dischler	Northwoods Realty - Phillips	1st Class Real Estate Impact - Hobart
Sara Forehand	Realty One Group Haven - Appleton	
Lori Hagemann-Davis	Century 21 Affiliated - Janesville	
Rebecca Hanson	Innovative Real Estate - Green Bay	Realty One Group Haven - Appleton
Joy Knoedler	Your Choice Realty - Wausau	
John Morris	First Weber - Eagle River	
Sonny Reeder	Abacus Appraisal [^] - Eagle River	Century 21 Burkett - Eagle River
Jesse Saliger	Innovative Real Estate [^] - Green Bay	
Elli Soder	Re/Max Property Pros - Eagle River	
Chad Will	Woldt Commercial Realty - Wausau	
Bradley Woldt	Woldt Commercial Realty [^] - Wausau	

"Let their remembrance be as lasting as the land they honored." - Daniel Webster

Board of Directors 2022-23

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

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^):

Dan Pudlo, President	493-7630
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

^ 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, June 15th
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 sign up by May 31st for a free business consultation to increase your income, you will earn a FREE **Buffini & Company's Complete Guide to Real Estate Success** download (\$250 value).

Earn 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)



**NORTHWOODS
ASSOCIATION
OF REALTORS®**



Greater Northwoods
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 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 just over 200 Member firms comprised of ~675 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





2023 NWAR/GNMLS GOLF OUTING & ELECTION DINNER



Wednesday June 7th, 2023
St. Germain Golf Club & Whitetail Inn – St. Germain
Map: bit.ly/41yphVv



\$120 Golf w/ Lunch & Dinner
\$40 Dinner Only

Jim Tait Memorial Cup Golf Tourney
4-person scramble - 11:30am shotgun start
Lunch included & free driving range bucket
18 Holes w/cart – team & individual prizes
No foursome, no problem - we'll team you up
Putting Contest – win CASH!



Schedule of Events

- 10:00 Golfer check-in & free bucket of range balls
Visit snack shop for a to-go lunch or grab @ 10th tee
- 11:15 Announcements – please be ready to roll!
- 11:30 Shotgun Start & Putting Contest Open – Win CASH!
- 4:00 Whitetail Inn doors & bar open, appetizers
- 5:15 Putting Contest Finals
- 6:00 Call to Order & Announcements:
New Member Induction
Anniversaries & Recognition
NWAR Family Scholarship
- 6:30 Dinner
- 7:15 RPAC 50/50 Drawing
Golf Results & Prizes



Plated Dinner – Choice of:
Beef Tips & Garlic Mashed Potatoes
Chicken Marsala & Pasta
Blackened Salmon & Coconut Rice
Vegetable Scampi & Pasta
House salads & rolls with each!

Please complete & return form below with payment by May 30th - THANK YOU!

2023 NWAR/GNMLS Golf Outing & Election Dinner Registration

Attendee Name(s):	Add Golf?	Dinner Entrée Selection (Beef/Chicken/Salmon/Veggie):	** New REALTOR Inductee or Free Dinner Credit?
1.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
2.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
3.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
4.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___

**** Subtract \$40 for new REALTORS being inducted or anyone with free dinner credit – see: bit.ly/NWAR-DC23**

___ Golf + Dinner x \$120 = \$ _____ (sorry, no golf-only option)

___ Dinner Only x \$40 = \$ _____

Total Paid: = \$ _____

Please return w/ check by 5/30 payable to:
NWAR, PO Box 377, Woodruff WI 54568

Contact Name: _____ Contact Email or Ph #: _____

Golf Sponsorships \$100: Sign at tee with your logo & info, can sit at tee if you'd like, proceeds fund golf prizes

Company Name: _____ Golf Sponsor Tee # Preferences: _____ (we'll confirm)

Appetizer Sponsorships \$150: Contact matt@northwoodsrealtors.org – ALL sponsors will be recognized!