

The Realty Review

Volume 11, Issue 11



November 2021

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

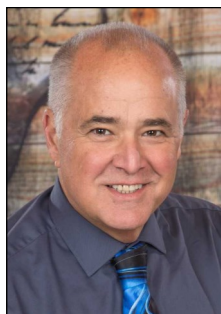
Pete Rondello, NWAR

Greetings, Friends!

Hoping that you enjoyed a bountiful and blessed Thanksgiving. We have much to be grateful for. Next on the calendar, Christmas, Hannukah, Kwanzaa – year-end holidays to celebrate with those who are special to us. No matter how YOU celebrate, I wish you a season of light, joy, peace, and good health.

Why not start your season celebration at the annual (now back in person again!) NWAR and GNMLS Christmas Party, this year being held at the always wonderful Holiday Acres Resort just east of Rhinelander. The date is December 9th, so please register as soon as you read this, as time is very tight. Details are in this newsletter, and I look forward to seeing you there for a festive evening!

Thanks to those who organized and attended our November Live Seminar with Success Coach Marguerite Crespiello. NWAR continues to bring education and business enhancement opportunities to our members, and I trust you will take



advantage of these regular offerings, designed to fit your schedule and your practice.

It takes “people power” to make these events happen, and I hope you will join those in your association who volunteer to make their professional group “just a little

bit better”. You can volunteer a little bit, (like Realtor Ring Day for Salvation Army), or a whole bunch, (like serving on a committee, or the Board of Directors). It's a good feeling! Think about it, and call Matt to ask about opportunities for 2022.

It's a busy time in the life of your association. NAR annual meeting just wrapped up; 2022+ Strategic Plan fine tuned and approved; renewals and new membership applications filling the mailbox. I know you are busy with your year-end work also. From me to you: THANKS for being an important link between sellers, buyers, lenders, title, inspections, movers, etc. and keeping people happy and MOVING FORWARD with their precious lives.

Pete

The Buzz:

- **Salvation Army REALTOR Ring Day - Fri 12/3**
- **2022 Renewals - Invest in RPAC by 11/30 for chance to win iPad!**
- **Lunch & Learn Wed 12/8 - Inspector's Take on “Defects”**

Sponsor 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

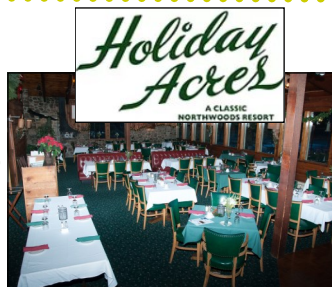
envpropsolutions@hotmail.com
Butternut WI ♦ (715) 661-0561

ENVPropertySolutions.com

LAST CALL Xmas Party - Rhl 12/9

The thought of eating again may give you a bellyache right after your Thanksgiving feast, but we are confident you'll be hungry again within two weeks' time! To help in that regard, we invite you to **Holiday Acres** in Rhinelander on **Thursday December 9th** to celebrate the season and another record-setting year for Northwoods real estate. NWAR President Pete Rondello will emcee the event which includes announcing our 2021 NWAR Distinguished Service Award winners, raising money and [wishlist items](#) for the Frederick Place temporary shelter, and handing out a couple \$50 gas cards plus 50/50 CASH for a few lucky Frederick Place supporters!

Guests will enjoy your choice of filet mignon, chicken pesto, broiled walleye or three-cheese tortellini with sides & Texas chocolate cake dessert. See page 6 for the registration form and **REGISTER BY MONDAY 11/29** since the restaurant needs the count early given supply chain concerns. We look forward to seeing you there!



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President's Message

Ed Choinski, GNMLS

Happy Thanksgiving and good luck to all of you deer hunters!

This being my second month as your MLS President, I want to remind you that this is **your** MLS. Some of you may be unaware that folks in the MLS boardroom pushed for 4+ years to get GNMLS its own consumer search portal that you can visit at: UpNorthMLS.com. This was built to give GNMLS our own identity on the web. I am asking each of you to please follow our [UpNorthMLS Facebook page](#) and share every new post there with your followers. The more exposure we get, the better off we will all be!

We used to give our MLS information away freely, but again due to efforts of



others on your MLS board, we now generate revenues from licensing our MLS data. This additional income has allowed GNMLS to support our local communities like never before. While there are still some out there trying to share our MLS information without belonging to GNMLS, we have caught and fined a few of them. Please follow all MLS rules, because soon enough violators are caught and it will

cost them. Lon cannot police all 600+ of us perfectly, but some REALTORS have been active lately with notifying Lon of MLS policy violations.

Our Christmas dinner is fast approaching and I am asking everyone who could attend to make time and come out and meet your fellow REALTORS. This is the part where I am asking for more participation within our MLS. There are plenty of empty chairs at our monthly meeting for folks to attend. It's a great way to stay informed. Remember all you have is your reputation, it's your decision whether it's good or bad.

God Bless you all.

Ed

REALTORS Conference & Expo Redux

NAR concluded the annual REALTORS Conference & Expo in San Diego earlier this month. Here is a summary with links regarding newly-enacted policies:



- **NAR Governance:** Changes to NAR Board of Directors and Executive Committee composition, qualifications & roles. See: bit.ly/3nS4Y4h
- **MLS/IDX/VOW:** Single RESO-compliant data feed + brokerage back office feed, IDX/VOW displays must show listing firm name and email/phone, MLSs must include offer of compensation in data feeds and on consumer-facing websites, participants may opt to share offers of compensation on IDX/VOW, MLS participants prohibited from advertising services as "free", cannot filter/restrict listings based on offer of compensation. **More info:** bit.ly/3CHsO6J
- **Professional Stnds:** Added case interpretations #10-10 & #10-11 regarding religious doctrine and displaying Confederate flag. See: bit.ly/3HMcDm0

Dues Renewals - Win an iPad!

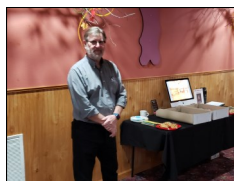
2022 NWAR Member renewal statements were mailed out in mid-September with a due date of 11/30. Contact Matt if you need a copy of your statement, and please renew by check or online at NAR.REALTOR by clicking "Pay Dues" at top right.

Members who include a \$50 or more RPAC investment with their dues payment, **received by 11/30**, will earn entry into a contest in early December to **win an 8th Gen iPad 32GB WiFi + Cellular**. We'll send you an email on 12/7 with details to enter the contest online by 12/11 - thanks and good luck!



"From Burned Out to Bada\$\$" Guest Speaker Recap & Photos

Thank you again to everyone who attended our guest speaker seminar on November 4th with top-performing REALTOR and success trainer **Marguerite Crespillo** who flew in from Northern California to share her insights. We hope you found her presentation as enlightening and amusing as we did! Special thanks to NWAR Sponsor **John Kizorek** of Kizorek Photography who provided coffee and breakfast treats for attendees, and tip o' the cap to REALTOR **Kevin Dunn** who is a friend of Marguerite and kindly served as her chauffeur and hotelier for the visit. We encourage those who attended to share what you learned with colleagues to help them better manage their time and talents to balance their work-life schedule while still banking enough to afford a 20lb turkey for Thanksgiving dinner! **See more photos:** bit.ly/3FHYkn3



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 Mancil	715-365-5000
mBank	Eagle River	John Hletko	715-477-3841
mBank	Eagle River	Cathy Humbaugh	715-477-3885
Northwoods Property Inspections	Park Falls	Michael Weidman	715-934-9105
Northwoods Title & Closing Svcs	Eagle River	Maryann Fath	715-479-6459
Oneida Title & Abstract	Rhineland	Jeanne Smith	715-362-3348
People's State Bank	Eagle River	Tori Dunlap	715-337-2614
People's State Bank	Minocqua	Tim Sanderson	715-358-7070
Shoreline Title Services	Rhineland	Greg Peckels	715-369-3934
The Cayo Group at Inlanta Mortgage	Minocqua	Dee Cayo	715-358-9700
Tomahawk Community Bank SSB	Tomahawk	Shelly Cole	715-453-5354
Tomahawk Community Bank SSB	Tomahawk	Deb Duncan	715-453-5354
Tomahawk Community Bank SSB	Tomahawk	Jennifer Nerva	715-453-5354
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions
Butternut
Barbara Herbst
Ph: 715-661-0561
ENVPropSolutions@hotmail.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

Do you ever wish you could search for a property on any lake in the system? You can!

Use the Search function in Xposure and select all the counties (Oneida <shift key> Other). Then select all the townships in the same way (Cassian <shift key> Other) – this could take a few seconds so wait for it. Now Actions > Save Search > name it and you will have a base search available any time. With this base you can use the Lake Name filter to search for any lake (loon will show anything with those characters in the name), select the desired lake and then add your other search criteria like property type or bedrooms. Click Search to get your list, and then if you wish change View As to Map to see the locations.

Hoping everyone enjoys a most thankful Thanksgiving sharing with your family, friends and neighbors.

Appraiser Lic. Renewal

The Wisconsin DSPS requires Appraiser licensees to complete 28 hours of CE, including 7 hours of USPAP, to renew your license by 12/14 every two years (ending in odd numbers).

Once you finish all your appraisal CE courses, make sure to follow the DSPS instructions at the bottom of the web page here to renew your license before it expires on 12/14/21: bit.ly/3oTnI8b

If we emailed you about still needing to complete **NAR triennial Ethics training**, please do so as well by year-end - choose the free/existing course at: bit.ly/3HJDAXf



"What's the Status of Your Access Easement?"

bit.ly/WRA_C

"WI's Commercial Real Estate Market: Resilient & Evolving"

bit.ly/3qGi0DB



"Improve Home Inspection Reports" Legislative Update:

bit.ly/WRA_LU



MLS Tip: Winter is coming. Before Christmas, think about refreshing exterior photos with snow.



AE Corner

Matt Seegert - matt@northwoodsrealtors.org

Congratulations to three REALTORS who upped their game recently: **John Morris** of 4 Star Realty who earned the GRI designation, **Heidi Krusensterna** of Century 21 Northwoods who earned the SFR certification, and **Kelly Ferg** of Re/Max Property Pros who earned the C2EX endorsement. In doing so, each of them also earned an Educational Incentive Award from NWAR of \$50-\$100. We invite all NWAR Members to take time over the slow(er) season to earn a new **NAR Designation/Certification** or the **free C2EX Endorsement** to help further raise the bar of professionalism among our membership, and we'll reward you \$similarly for your effort!

Lon and I are very thankful for the privilege of serving each of you over the past year. Be thankful for the bounty that will soon be on your table and far more importantly, the blessing of sharing it with the people you love. **Happy Thanksgiving!**

AE Tip: Still paying precious \$\$ for a dedicated but seldom-used fax line? Consider an **e-Fax service** to save big \$\$ - the e-Fax we use is just \$36/year!

REALTOR Anniversaries

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

10 Years:

Sheri Benson - Up North Living Real Estate, Presque Isle
Candy Krouze - Key Insight, Rhinelander

5 Years:

Corbin Lasier - Coldwell Banker Mulleady, 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.

REALTOR Ring Day - Friday 12/3

REALTOR Ring Day for Salvation Army is just over a week away on **Friday 12/3**. Regardless of what day you ring a bell this holiday season (and/or do any other form of charitable volunteering), you can earn a free gift from NWAR by simply sending us an action photo of yourself ringing a bell, staffing a soup kitchen, or dropping off food at your local pantry! We will combine these photos into a gallery on our public Facebook page at year-end to salute our REALTORS' service to your community! Visit the link below for details on how to register to ring & remember to choose a free gift - THANK YOU!

REALTOR Ring Day Signup: bit.ly/RRD-NWAR



REGISTER TO
RING

YTD Sales Update

On/Off Water	Median Price		Units	
	2020	2021	2020	2021
SFH Off	130,000	138,000	1134	1241
SFH On	380,000	325,000	1245	1144
Land Off	27,500	31,000	525	743
Land On	71,750	77,000	474	669

While SFH volume is nearly even with 2020, land sales are up ~41% YTD. SFH inventory remains tight at ~3 MOI and 102 DOM versus 147 DOM last year. Vacant land has a healthier 7.2 MOI and 257 DOM versus 308 DOM last year. Adding it up, our 7-county primary area has \$833M in YTD sales versus \$799M for ALL of 2020, so we've already broken our sales record with 2 months to spare!

We hope you're stashing some acorns away since this torrid pace is unlikely to be a "new normal", so let's be thankful for our current cornucopia and trust in the old maxim:
"If it ain't broke, don't fix it!"

More stats at: bit.ly/NWAR-Stats



TechHelpline
 Your go-to technology experts

FREE NWAR Member Benefit!
 Learn more: bit.ly/THL-NWAR

Lockbox Leaders



% Active Listings w/LBs	
4 Star Realty	100%
Esckridge Real Estate	100%
Jim Tait Real Estate	100%
Lake Country Realty	100%
Northwoods Community Realty	100%
Re/Max Action North	77%
Bolen Realty	69%
People First Realty Group	67%
Schmidt-Haus Realty	67%
Flanders Realty Group	63%

Active Listings (exc land/comm): 936
 LB Participants Active List: 801 (86%)
 Eligible Listings w/LBs: 311 (39%)

More LB Resources: bit.ly/GNMLS-LBS

L&L: Inspector's Perspective on "Defects"

Join us at the NWAR Board office (seating limited - we'll confirm) or online Wednesday December 8th from 11:45a-1:00p to discuss the recent changes to home inspection reports. NWAR Affiliate **Michael Weidman** of Northwoods Property Inspections will discuss the [changes to home inspections & reporting](#) that became law as of 6/1/21. WRA lobbied for these changes to ensure that defects are identified clearly and consistently in accordance with the [applicable state statute](#). Join us to review these changes and dispel a few rumors regarding this new legislation. Please fill out the link below to let us know of any upcoming L&L classes that interest you and mark your calendar accordingly, and we will email a reminder as the date approaches to confirm if you still plan to attend.

NWAR LUNCH & LEARN REGISTRATION: bit.ly/NWAR-LNL

LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Dec 8	Home Inspector's Perspective on "Defects" w/ Michael Weidman - NWAR Office & Webinar
Jan 12	Foreclosures & Short Sales w/ Jen Vozka - NWAR Office & Webinar
Feb 9	VA, FHA & USDA Loans w/ Dee Cayo - Venue TBD

REALTORS® on the Move:

New GNMLS Subscribers:

Name	Office
Tracy Amundson	Zak's Realty* - Ironwood
Jordan Armentrout	Pinnacle Real Estate Group - Madison
Kevin Gioia	Side Real Estate* - San Francisco
Tyler Jakubowski	eXp Realty - Minocqua
Ryan Matthiae	Coldwell Banker Action - Schofield
Heidi Rozeske	Glass Lake Realty* - Tomahawk
Nancy Zak	Zak's Realty* - Ironwood

Transfers & Releases:

Name	From	To
Brenda Stiegman	Northwoods Community Realty- Tmhc	Re/Max Property Pros - Minocqua

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



"Some people are always grumbling because roses have thorns; I am thankful that thorns have roses." - Alphonse Karr



Board of Directors 2021-22

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term[^]):

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[^]):

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

[^] 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, December 16th

GNMLS - 8:30am

NWAR - Canceled

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 download **The Ultimate Guide to Instagram for RE Agents** from Back At You by 11/30, you will earn a waived activation fee (\$149 value) on any Back At You social media plan.

Earn your MVP reward at:

[MVP.REALTOR](#)

Northwoods Association of REALTORS® & Greater Northwoods MLS®

PO Box 377 Phone: 715-356-3400
320 Oak St, Suite B Fax: 888-399-2118
Woodruff, WI 54568 Staff@NorthwoodsRealtors.org

Our office hours are 8am-5pm Monday through Friday

Board Office Location: bit.ly/NWAR-Map

Use East entrance (double doors by drive-up window)



About Us

The Northwoods Association of REALTORS® was founded in 1953 as a non-profit organization dedicated to serving real estate brokers and agents in the Northwoods area. NWAR provides a central hub for our 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

Member FB Group: Facebook.com/Groups/NorthwoodsREALTORS



bit.ly/NWAR-FBK



bit.ly/NWAR-TW



bit.ly/NWAR-YT



bit.ly/NWAR-LI

NWAR & GNMLS 2021 CHRISTMAS PARTY



Bridle up your reindeer and sleigh down to Holiday Acres in Rhinelander on Thursday December 9th to join us in celebrating our many blessings this holiday season!

Events include REALTOR induction, service anniversaries, Distinguished Service Award recognition and a 50/50 drawing for Frederick Place shelter. Bring item(s) from their wishlist at bit.ly/3pKdnYO for a chance to win one of two \$50 gas cards!



Win a \$50
gas card!

Where: Three Coins Restaurant @
Holiday Acres Resort

4060 S Shore Dr, Rhinelander

Map: <https://goo.gl/maps/GSVbZL5CZf52>

When: Thursday December 9th
5:00pm - Cocktails
6:30pm - Dinner & Events

Cost: \$35 - FREE for inductees
& anyone redeeming NWAR
Timely Renewal Crdt - see list
at: bit.ly/30Y1wMa



Entrées (w/ house salad, rolls, coffee/milk):

- Filet Mignon 6oz w/ horserdsh mashed taters, grn bean/carrot
- Chicken Pesto Pasta w/ broccoli, sundried tomatoes & feta
- Broiled Walleye w/ rice & green bean / carrot blend
- 3-Cheese Tortellini (V) w/ marinara, olive oil & parmesan

**** PLUS TEXAS CHOCOLATE CAKE DESSERT ****

Registration Form: Return with payment **BY 11/28** to: NWAR, PO Box 377, Woodruff WI 54568

Note: Reservations received after 11/28 subject to approval by NWAR (must clear with chef)

ALL GUESTS ATTEND AT OWN RISK - Please stay home if unwell - we'll issue refund

Name(s):	Filet	Chicken	Walleye	Tortellini	Inductee?	Renewal Crdt?	
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
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	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
Subtotal (\$35ea exc. Induc/RC):							TOTAL ENCLOSED:

Appetizer Sponsorships \$100 -

Call 715-356-3400 or email

matt@northwoodsrealtors.org for info

Operated by NATH, Frederick Place is
a 16-bed emergency temporary shelter
for families, women and men who are
experiencing homelessness.

nathnorthwoods.com/frederick_place

