

The Realty Review

Volume 12, Issue 11



Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Andy Harris, NWAR

Greetings everyone! It looks like Old Man Winter has made a grand entrance and we'll be having a white Thanksgiving, which should make deer hunters happy! Before we move on into holiday season, we should pause and wish those who served our country a happy belated Veterans Day - our nation is forever indebted to those who stood ready to defend America and keep her beacon of freedom shining on the rest of our world. We are truly fortunate to be living in what is still the world's greatest country.

This past month has been productive at the NWAR. Let's highlight a couple: First, a hat tip to Ed Raasch and the Strategic Planning Committee for revising our strategic plan to stay forward-looking in today's fast-changing times. To raise Fair Housing awareness, 20 Members attended an informative and enlightening Speaker Luncheon November 9th. Matt and Lon of course continue to provide first class oversight of the day to day operations of NWAR and GNMLS; we are very fortunate to have these astute professionals taking care to help us stay focused on serving the best interests of our clients and customers - our most important role as REALTORS.

Remember that for 99% of the population, a real estate transaction represents the most profound financial decision in life and one



which has far reaching effects on the course of people's lives. That is a responsibility no REALTOR should take lightly. This is a people business based on trust, open communication and local market knowledge. Whether it's a \$10K or \$10M transaction, each one is connected to one or more human beings. The best interest of the people we serve should always subordinate everything else - even our own compensation if necessary. Sometimes the biggest commission is knowing you did your best for your client. With all that said, we should strive towards 100% integrity, growing our knowledge and experience, and treating everyone with respect, compassion and concern for their needs.

From a knowledge standpoint, there are great opportunities coming up to increase yours like our ANSI Square Footage Lunch & Learn on 12/7. I encourage all to attend and share what you learn with fellow agents to better service to our clients and reduce legal liability - a win-win for everyone.

Salvation Army REALTOR Ring Day is Friday 12/2, and/or you can help Frederick Place by attending our Christmas Party 12/7 and bringing a wish list item. I hope to see you there!

Andy

The Buzz:

- **REALTOR Ring Day Fri 12/2 - Earn a Free Gift from NWAR!**
- **2022 WRA Broker Summit Thu 12/8 - Pewaukee**
- **CE & License Renewal - *Complete by 12/14/22***

Affiliate Spotlight

Trusted Inspection Services



Serving Northern Wisconsin

- Home Inspections
- Septic Inspections
- Well Inspections
- Radon Testing

715-934-9105

NorthwoodsPropertyInspections.com

LAST CALL NWAR/GNMLS Xmas Party - Wed 12/7

The next best meal to the one you eat tomorrow will be at Eagle Waters Resort Restaurant in Eagle River on Wednesday 12/7 - our annual NWAR/GNMLS Christmas Party! Join us for food, festivity and to hopefully see stunned looks on the faces of our 2022 REALTOR and Affiliate Distinguished Service Award recipients. We'll also celebrate quinquennial anniversaries, induct new REALTORS and recognize our 2022 RPAC Champions. All who bring a wish list item for Frederick Place will be entered into a drawing for one of two \$50 gas cards, and we'll have a 50/50 drawing also benefiting our neighbors at Frederick Place.

Guests may arrive after 5pm for cocktails and appetizers, and we ask that everyone be seated by 6:30pm for some announcements before dinner is served. Entrée choices include Beef Stroganoff, Chicken Cordon Bleu, Kee-Mi-Con Walleye and Pasta Primavera Alfredo with salads, sides, rolls and a dessert of Yule Log cake! We sold out our appetizer sponsorships already, but don't arrive too late or you might miss out on the tastiest finger foods!

See p6-7 for Details & Registration Form - **Register by Monday 11/28**



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President's Message

Dan Pudlo, GNMLS

This past month, we had a discussion regarding real estate signs that NWAR President Andy and I both hope will be addressed by Members without the need for any board action. We all can see that real estate signs and directional arrow signs are being placed so often but removed so slowly that they are becoming a nuisance for local residents - so much so that we're getting attention from local governments (and not as potential buyers). As professionals, we need to pay close attention to what we do with our signs: What is on your listing contract and does it give you permission to place a sign in the yard? Do you have permission from the new owner to keep a "Sold" sign up and for how long after closing? Have you checked with state, county and local laws/ordinances to ensure the legality of off-premise signs like the ubiquitous



arrow signs? Did you get permission from the landowner (especially if the owner is the town/county/DOT) to place an arrow sign on the corner and/or within the right-of-way? Answering these questions before placing a sign upholds our reputation as professionals and frankly, as good neighbors.

We have some great lunch and learns coming up. One that is very important to us as appraisers and REALTORS is the 12/7 "Calculating Square Footage"

class, and I thank Chris Seeliger for stepping up to teach it. Regarding the ANSI standard for Single Family Residential Buildings: Why this standard has come around is to ensure square footage of residential measuring is more consistent between agents and appraisers - hence why we adopted the new ANSI standards for GNMLS. With better square footage, we can have much better data within our MLS which saves everyone time and hassles. I encourage you to view the ANSI standards and if you can, attend Chris's class next month.

I'd like to wish everyone a happy and safe Thanksgiving, since a life full of thankfulness is also likely to be full of love and compassion. Please remember the upcoming Christmas party and let's have a large turnout!

Dan Pudlo



Calling all Brokers to head to **Ingleside Hotel in Pewaukee December 8th** for WRA's top annual gathering of broker-owners and managers!

This year's keynote speaker is Steve McClatchy - author of award-winning best-seller *Decide: Work Smarter, Reduce Your Stress & Lead by Example*. Workshop instructors include Sean Carpenter - former Ohio NRT agent development director who has been named "Top 20 Most Influential in Social Media for Real Estate Industry" by Swanepoel Report for 3 years running, Dr. Mark Eppli - Director of James A. Grasskamp Center for Real Estate at UWM and more renowned experts!

Register by 11/30 to save \$20 at: www.wra.org/BrokerSummit

RPAC: Help Us Help TCCDVSA *by RPAC Chair Cheryl Eskridge*

There's just 1 week to go before the 11/30 deadline to reach our goal of 200+ RPAC or Direct Giver supporters with your timely dues renewals. We need ~40 more to please include the \$50 RPAC investment with your 2023 Membership renewal **by 11/30/22** to enable our RPAC Committee to make a donation to Tri-County Council on Domestic Violence and Sexual Assault (TCCDVSA) totaling \$700 from our RPAC promotional budget. We did reach our 150+ lower goal already so TCCDVSA will receive \$500, but we really hope to max out our gift to TCCDVSA by virtue of your strong support for RPAC.

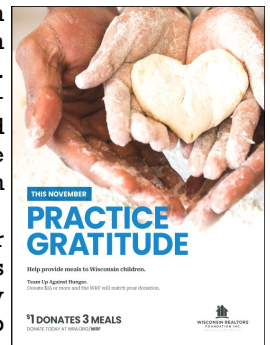
All NWAR Members who include \$50+ to RPAC or Direct Giver with your dues renewal (or [separately online](#)) by 11/30 will be included with our gift to TCCDVSA on a list of all who made it possible. Please help us reach our RPAC goal again this year and by doing so, you will also be helping and earning the gratitude of a vital community organization!

Team Up Against Hunger (by 11/30)

November is Wisconsin REALTOR Foundation's "Team Up Against Hunger" Month. Your WRF donation of \$25+ by 11/30 will be matched dollar-for-dollar to provide nutritious meals to Wisconsin children facing hunger.

\$1 provides 3 meals, so your \$25 with matching funds provides 150 meals to hungry Wisconsin kids. Please help WRF reach their goal of \$20k matching which would add up to 120,000 meals!

Support WRF by 11/30 at: www.wra.org/WRF



REALTOR Ring Day - Fri 12/2

NWAR Members who ring a bell Friday 12/2 or any date this holiday season will earn a free gift from NWAR! This year we have scarves embroidered with the REALTOR "R" in a large variety of colors!

For details on how to register to ring and claim a free gift from NWAR (that you could perhaps wear while ringing), see our Ring Day signup at the link below. Thank you ringers!!

Register to Ring: bit.ly/NWAR-Ring22



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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Schaumburg, IL

Larry Potesman

Ph: 847-668-1441

loanDepot.com

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time, every time at loanDepot.com

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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

Listing mobile homes in trailer parks – If the park is on a lake/river and lot rental includes water access, then you may name the lake/river in the Lake/River field, but access is to be checked Other, Frontage feet is left blank, and a note is to be placed in the general Remarks explaining that there is no ownership interest in the waterfront.

Also note that mobile home park addresses are the public roads outside the park (the office address). The Property type must be Manufactured/Mobile Home; legal description = No real estate, Title = Lot Rental; Lot size = 0; Monthly Fees = \$ (monthly lot rental). Consumer and REALTOR® remarks should note Personal property only – no real estate transferred or no real estate included in transaction.

MLS Tip: Storage Units have been added to ICI as a Business Use if you need to update a listing.

Member & License Renewal

2023 Membership Renewal:

Statements were mailed mid-Sept with 11/30/22, can renew by check or online with a credit card at NAR.REALTOR by clicking "Pay Dues" at top right. Matt at NWAR for a copy of your statement.



Contact
of your

2023-24 RE License Renewal:

Real estate licensees should complete 18 hours of CE and renew online with DSPS before 12/14/22 expiration (no grace period).



CE & License Renewal Info:

bit.ly/CE-LicRen22



Serving Persons with
Disabilities (ADA):

wra.org/Legalupdates



WRA October
Home Sales Report:

wra.org/HSROct2022



AE Corner

Matt Seeger - matt@northwoodsrealtors.org

Before passing out on the sofa tomorrow afternoon (as is tradition), I'd like to thank my folks for the time they toil to prepare a feast of gratitude for the many blessings we share simply by calling America our home. Many will see fewer faces around the table than we did a few years ago, and I hope you can avoid arguing politics this year in favor of sharing fond stories of those who are joining you in spirit this Thanksgiving.

I am incredibly thankful to live in our wonderful Northwoods community and to work with Lon and all of you. We've all grown accustomed to long and hectic workdays these past few years, but working together toward our shared goal of a stronger community makes the juice well worth the squeeze! As news headlines highlight one tragedy after another these days, our many blessings are often overshadowed. Take turns this Thanksgiving going around the table to recount your blessings - be they from the past, of the present, or in the hope of an even more blessed future.

AE Tip: Just a few nips & tucks were necessary this year, but we welcome you to review our updated [2023-24 NWAR Strategic Plan](#).

REALTOR Anniversaries

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

25 Years:

Kim Brixius - Re/Max Property Pros, Tomahawk
Bill Fricke - Coldwell Banker Mulleady, Minocqua

5 Years:

Brian Pagani - Coldwell Banker Mulleady, Minocqua
Kristina Wieland - Redman Realty Group, Minocqua

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.

Patricia Devine Passing



We received lamentable word recently that former REALTOR Pat Devine passed away Sunday Oct 30th at age 85.

Pat was an Antigo-area REALTOR from 1984 until retirement in 2020. She was a devoted member of her church and the Devine-Menting American Legion Auxiliary for decades as well, and Pat leaves behind 4 sons and 20+ grandkids while rejoining husband Marty who passed in 2004.

Visit bit.ly/3h5UKfr to view her obituary and to share sympathies and fond memories with the many who will dearly miss a gentle lady blessed with boundless joy and optimism.

Rest in peace, Pat.

Up North Update

On/Off Water	Median Price		Units	
	2021	2022	2021	2022
SFH Off	139,000	160,000	1251	1104
SFH On	325,000	385,950	1153	884
Land Off	30,000	35,000	752	620
Land On	77,450	80,500	672	382

Recent REALTOR comments affirm our take that 2022 has been a not entirely unwelcome reversion to a less frantic market. YOY volume is down ~17% for homes and ~30% for land versus record-smashing 2021, but medians are up over 15% for all except waterfront lots - probably since there are only so many waterfront lots to sell.

Hopefully this means you're getting more sleep yet still making ends meet with \$\$ leftover for a 20lb turkey. The recent taper in rates should relieve buyers, but sellers should be advised to temper expectations.

Lockbox Latest

GNMLS Actives (exc land/comm): 786
 LB Participants Actives: 569 (72%)
 Eligible Listings w/LBs: 264 (46%)

GNMLS Lockbox Resources:

bit.ly/GNMLS_LBs



FAQ of the Month

"Where can I see a summary of changes from the NAR Legislative Meeting this month?"

To view a summary of changes approved by the NAR Board & Delegate Body at the annual Legislative Meeting (aka "NAR NXT"), please visit the following link:

bit.ly/3V2WdCt

NAR
 BY THE NUMBERS

2022

"NAR by The Numbers 2022": bit.ly/3VipQ2V

- Involvement
- Engagement
- Advocacy
- Diversity
- Technology & More!

Lunch & Learn 12/7 - ANSI Square Footage

Join local Appraiser Chris Seeliger for Subway sandwiches at the NWAR board office on Wed 12/7 from 11:45a-1:00p. Chris will go over the new ANSI standard for calculating square footage, which is important for agents to follow since it's MLS policy now and so you spare yourself potential headaches if you report square footages inconsistent with the new standard.

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 your attendance.

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

LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Dec 7	ANSI Update: Calculating Square Footage w/ Chris Seeliger - NWAR Office & Virtual
Jan 11	Recession Proofing Your Business w/ Ashlei Smith - NWAR Office & Virtual
Feb 8	WI Forms & Legal Update w/ Tracy Rucka - NWAR Office & Virtual

REALTORS® on the Move

New GNMLS Subscribers:

Name	Office
John Baird ¹	EXP Realty - Minocqua
Dan Dyslin ¹	Real Broker LLC - Sun Prairie
Brandon Landro	Landro Fox Cities Realty* - Kimberly
Gerald Niccolai	Landro Fox Cities Realty* - Kimberly
Michael Vanderheyden	Re/Max Results* - Eden Prairie MN

Transfers & Releases:

Name	From	To
John Ariola	Century 21 Burkett - Eagle River	Owl's Nest Realty - Eagle River
Kathleen Artus	Coldwell Banker Mulleady - Eagle River	
Tyler Jakubowski	EXP Realty - Minocqua	Real Broker LLC - Sun Prairie
David Meyer	Century 21 Burkett - Three Lakes	Re/Max Action North - Mercer
Jeremiah Parker	EXIT Realty CW - Stevens Point	
Colin Patz	EXP Realty - Minocqua	
Daniel Spransy	Realty Executives Cooper Spransy [^] - Madison	
Bob Tarantino	Redefined Realty Advisors, LLC [^] - Medford	
Jeff Visner	Re/Max Property Pros - Eagle River	

¹ = New NWAR Member
^{*} = New GNMLS Office
[^] = Closed MLS Office



"The most important office, and the one which all of us can and should fill, is that of private citizen." - Louis Brandeis

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	547-3033
Adam Redman, President-Elect	358-0450
Jackie Leonhard, Treasurer (1)	453-2673
Ed Choinski, Past President	493-7827

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

Jim Mulleady Jr. (1-1)	479-1774
Kathy Flannery (1-1*)	889-0330
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>

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)



Next Board Meetings:

Thursday, December 15th

GNMLS - 8:30am

NWAR - *Canceled*

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 refer a fellow REALTOR to MVP by Nov 30th, you will earn a free **How to Build Wealth From Your Existing Database** webinar (\$30 val) PLUS a chance to win a 55" 4k smart TV from .realtor.

Earn your MVP reward at:
MVP.REALTOR



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 more than 200 Member offices comprised of nearly 700 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 2022 CHRISTMAS PARTY



Join us for a cup of cheer December 7th at Eagle Waters Resort for our annual Christmas Party! In addition to food & festivities, we'll fill a sleigh and raise money for Frederick Place shelter, celebrate REALTOR anniversaries, induct new REALTORS, recognize 2022 RPAC Champions, and announce our 2022 Distinguished Service Award recipients!



Please bring a Frederick Place wish list item (or \$10+ cash donation) for a chance to win a \$50 gas card - see wish list at: bit.ly/FPWL_2022

Where:

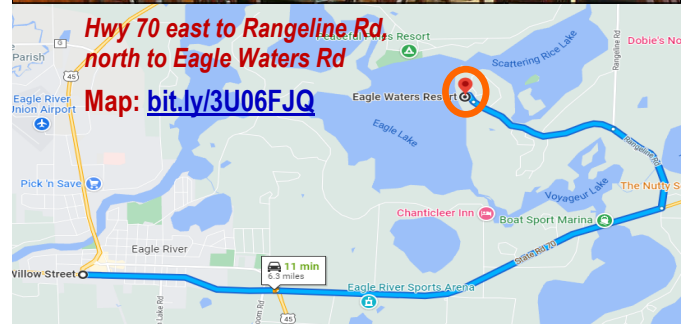
Eagle Waters Resort Restaurant
3958 Eagle Waters Rd, Eagle River

When:

Wednesday, December 7th
5:00pm - Cocktails & Appetizers
6:30pm - Dinner

Cost: \$35* per guest

* **Free dinner credit list:** bit.ly/3rXvcne



Guest Signup Sheet - Please return with payment by Wed 11/30 to: NWAR, PO Box 377, Woodruff WI 54568

Note: Attend at own risk; please stay home if unwell & we will issue refund

Confirmation Email: _____

Guest Name(s) & Entrees (details below):

Please select one entrée per guest and note if new REALTOR inductee (free) or redeeming free dinner credit - see free dinner credit list here: bit.ly/3rXvcne

NAME	Beef	Chicken	Walleye	Pasta	New Inductee?	Free Din Credit?	Total Due
Grand Total:							



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

Web: bit.ly/About-FP

Entrée Selection:

- **Beef Stroganoff over Fettuccini** - Tenderloin tips sauteed in mushroom sauce, served over pasta
- **Chicken Cordon Bleu** - Boneless chicken breast stuffed w/ swiss cheese & ham, w/ baked potato
- **Kee-Mi-Con Walleye** - Pan-fried w/ Ital seas crackers, garlic, grape tom & lemon-herb olive oil on wild rice
- **Pasta Primavera w/ Garlic Cheese Toast** - Fresh veggies sauteed & served over pasta w/ alfredo sauce

All dinners include salads, rolls, coffee & **Yule Log cake dessert**

Appetizer Sponsorships \$150 - contact Matt @ 715-356-3400 if interested

Wish List

Holiday Giving

Frederick Place Most Needed Items

1. Toilet Paper
 2. Paper Towel
 3. Sidewalk Salt
 4. Postage Stamps
 5. Gift Certificats
- (Menards, Ace, Home Depot, Fuel
Only Gas Cards, Hair cut, Taxi)
6. Napkins
 7. Kleenex
 8. #10 Peel & Seal Envelope
 9. AA & AAA Batteries
 10. 2 or 3 Nescos (18 Quart)



NATH
Northwoods Alliance
for Temporary Housing

Providing Safe
Housing & Basic
Needs ♥ Promoting
Self-Sufficiency &
Independent Living



204 West Frederick Street
Rhineland, WI 54501
Office Phone: (715) 369-9777
FAX: (715) 369-5174
nathnorthwoods@gmail.com
www.nathnorthwoods.com