



*"We are the trusted voice in real estate, united in providing value to the members and communities we serve."*

### April 2017

## Fair Housing For All

### RANWW Brokers

**Our second Broker BS Session is in Hayward, Thursday, April 13th at the Flat Creek Inn at 12Noon. We will be providing lunch so you need to RSVP to Kim at [kim@ranww.org](mailto:kim@ranww.org) or phone 715-835-0923.**

**Thank you!**

**Please write your MLS invoice # on your check when submitting payment.**

**Thank you!**

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The Fair Housing Act requires the U.S. Department of Housing and Urban Development (HUD) to “affirmatively further fair housing” in its programs. HUD has recently issued regulations to address this nearly 50 year-old requirement and how it affects local governments receiving Community Development Block Grants and other housing funds from HUD. The NATIONAL ASSOCIATION OF REALTORS® and other organizations expect that these regulations will help communities become more active in their efforts to promote fair housing and equal opportunity. These regulations require communities receiving these funds to conduct a Fair Housing Assessment and to take meaningful actions to address fair housing issues. HUD defines four fair housing issues to be considered in the assessment process and will provide data that the communities will use in identifying the nature of those issues. Those four issues are:

- **Segregation** – Geographic areas with a high concentration of any protected class group compared to the whole community.
- **Concentrated Areas of Poverty** – Geographic areas with significant concentrations of poverty and minority populations.
- **Access to Opportunity** – Substantial differences in access to educational, transportation, economic and other important opportunities based on protected class.
- **Disproportionate Housing Needs** – Disparities in the proportion of members of a protected class experiencing high cost burdens, overcrowding and substandard conditions compared to other groups. The regulations come with a strong requirement for participation by the public, defined as all interested parties, in the process. By engaging in the Fair Housing Assessment process, you bring your knowledge of the market into this important discussion and have the opportunity to guide your community to actions that support homeownership and private property rights and to avoid actions with unintended negative consequences on your ability to serve the real estate needs in your community.





# RANWW

Realtors® Association of  
Northwestern Wisconsin

## RANWW Officers

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**Joe Germain - Imm Past President**

715-828-1113

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## RANWW Directors

Mary Jo Bowe 715-456-2014

Paul Canfield 715-828-0819

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Julie Flor 715-790-0564

Mary Hafenstein 715-520-2577

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Ben Rivard 715-205-1519

John Sobota 715-505-8888

**The purpose of this publication is to inform Members of events, issues and accomplishments pertaining to the REALTORS® Association of Northwestern Wisconsin.**

**If you would like to submit information, ideas or articles to this publication please contact Brenda Barnhardt at:**

[brenda@ranww.org](mailto:brenda@ranww.org)

## A Note From RANWW President - Elect

In our business, spring is the time that things really heat up for us. Please use these safety rules below when you are showing homes. We don't want anything to happen to anyone and if you can avoid it from happening in the first place that is the best line of defense.

Dan Lawler-RANWW President - Elect

## 6 Ways Agents Say They Stay Safe

Real estate professionals say they're making their personal day-to-day safety more of a priority in their business.

Forty-seven percent of agents polled say they've felt scared when showing a home. Real estate professionals revealed their go-to strategies for staying safe on the job:

- "Telling someone where I'm going": 55%
- "Carrying a weapon": 18%
- "Showing homes with a colleague": 11%
- "In-depth knowledge about the neighborhoods I work in": 9%
- "Storing emergency phone numbers in my cellphone": 4%
- "Taking self-defense classes": 3%



## Real Estate Safety

### Honoring Beverly Carter by Putting Safety First

- Always walk behind attendees, never ahead of them.
- Never follow attendees into rooms with no exits.
- Never host an open house alone.

Thirty-six percent of brokerages report having safety policies in place, but 35 percent report having nothing in place, the poll showed. Sixty-two percent of RISMedia readers say they believe it's most important for their brokerage to hold special classes to further educate agents on safety, and 38 percent said it's important to enforce mandatory safety rules for agents showing homes or hosting open houses.

Source: ["RISMedia Survey Results: How Do You Stay Safe?"](#) RISMedia (Sept. 28, 2015)

# Welcome New Members

In accordance with our bylaws, notice is hereby given that the following individuals have applied for RANWW membership; written comment, which shall be kept confidential, is invited.

**Jean Ayers**

Camp David Realty

**Lori Davis**

Citizens State Bank/Cadott

**Colleen Dickenson**

Assist-2-Sell New Vision Realty

**Peggy Kman**

Coldwell Banker East West/Iron River

**Kerry Papierniak**

Mathison Realty

**Laura Patzner**

Coldwell Banker East West/Spooner

**Deziree Sorenson**

Coldwell Banker Brenizer/Eau Claire

**Emily Thompson**

Woods & Water/Eau Claire

**Jeffrey Welter**

Edina Realty/Eau Claire



## REALTOR® Safety is Important to us!

In 2017 we will begin a series of education events designed to bring safety awareness to our REALTOR® members. These classes will be open to all RANWW members and will be held at four (4) different locations within the association jurisdiction. We will end our safety education with a final speaker; **Carl Carter - Your Safety is Non-Negotiable – The Beverly Carter Story**

### Mark your Calendars for the following dates!

**04/06/2017**

Eau Claire @ Charter Bank

10am -12pm & 1pm - 3pm

**04/20/2017**

Rice Lake @ Rice Lake Public Library

10am -12pm & 1pm - 3pm

**04/13/2017**

Menomonie @ Menomonie Public  
Library

12pm -2pm & 3pm - 5pm

**04/27/2017**

Hayward @ Weiss Community Library

10am - 12pm & 1pm - 3pm

**E.C. & Menomonie Speakers**

Josh Zimmerman – Self Defense

Tom Matthew – Gun Safety

Briannon Cypher - Identity Theft

**Hayward & Rice Lake**

Brown’s Karate Academy –Self Defense

Bob Campbell, Legal Shield-Identity Theft.

Larry Loch - Gun Safety in Hayward

**SEE PAGE 9 TO SIGN UP**

## RANWW will be Hosting Carl Carter

### as guest speaker during our Annual Meeting!

**June 21st, 2017**

### Your Safety is Non-Negotiable – The Beverly Carter Story



Carl Carter, son of Beverly Carter, delivers a powerful presentation on Realtor® safety that only someone with his background and experience could deliver. His story and presentation is an impactful combination of harrowing details involving his mother’s story and practical industry anecdotes and takeaways. Carl’s mission is to take his mother’s experience and use it as inspiration to make positive changes in agents’

lives and business.





## Quarterly Broker BS Sessions

Brokers; These sessions are for you! We want to hear from you on a regular basis so please join us at all four (4) sessions or just one (1) session. These sessions will be informal in nature, kept to an hour time frame (we know your time is valuable) and will allow you to let leadership know what we can do for you!

### Dates:

- April 13th** - Flat Creek in Hayward at 12pm. Lunch will be served
- July 13th** - Johnson Bank in Rice Lake at 10am
- October 12th** - Stout Ale House in Menomonie at 3pm

## CRS 204: Buying and Selling Income Properties

**April 5th-6th, 2017 - 8:30am – 5:00pm**

In this course, students will discover the specific secrets to smart real estate investment. Students also will learn how to identify the right opportunities in both down markets and up markets, compare real estate investment with other types of investment, and create additional wealth — for themselves and their clients.

[Register Here](#)

## SRES: Seniors Real Estate Specialist

**April 20th-21st, 2017 - 8:30am – 5:00pm both days**

The SRES two-day core course will help you learn and build key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues.

[Register Here](#)

## AHWD Certification Course: At Home With Diversity

**May 9th, 2017 - 8:30 am – 4:30 pm**

Discover the skills you need to expand homeownership opportunities for the growing number of diverse buyers and sellers! This one-day course addresses issues of diversity, fair housing and cultural differences, and the course also presents information regarding how to conduct business in culturally competent ways.

[Register Here](#)

## Please join us for our Affiliate Round Table Meeting on Monday, April 17th, 2017.

**RANWW Office 10a.m.-11a.m.**

**1903 Keith St. Eau Claire**

**OR**

**Don Johnson Motors 2p.m.-3p.m.**

**734 West Ave. Rice Lake**

Please RSVP to the RANWW office by phone at 715-835-0923 OR email [kim@ranww.org](mailto:kim@ranww.org) no later than Wednesday, April 12.

**THANK YOU!**

## Matrix Tips and Tricks

Here are some tips to help with your transition to Matrix, remember "It's not "hard", it's just "different".

- Asterisk (\*) is for wildcard and can be used anywhere in the text

\*end

start\*

Start\*end

\*contains\*

- Exclamation/Bang (!) – used for exclusion

!happy (not happy exactly)

!happy\* (not anything starting with happy)

- Plus/minus (+/-) --

Used with date fields to get Days Back, i.e. 0-7 provides last 7 days.

Used with date fields to get items in future, such as Open Houses, i.e. 0+7 provides OH's in next 7 days.

Used for ranges, i.e. 4-5 bedrooms.

Used for Greater than or equal to, i.e. 5+ returns more than or equal to 5.

Used for Less than or equal to, i.e. 5- returns less than or equal to 5



### TIME TO CHANGE THE BATTERIES!!

As we have been using the SentriLock lockboxes for more than 4 years, it is time to replace the batteries in the lockboxes. The board office is supplying all participating offices 2 batteries for each lockbox assigned to your office(s). You can pick up batteries when available, or they can be mailed to you, depending on circumstances. Easy to follow directions will be provided to all battery recipients. Don't forget—please recycle old batteries!

*If you need assistance or have general questions concerning Matrix or anything NWWMLS related please contact Tricia at: [tricia@ranww.org](mailto:tricia@ranww.org) or 715-835-0923*



MULTIPLE LISTING SERVICE  
**MLS**

®

# NWWMLS Updates

# RPAC Report & *Legislative Updates*

## REALTOR® & Government Day

Realtors® took to our state Capitol in Madison Wednesday, March 15<sup>th</sup>. The popular Realtor® and Government Day was another success for RANWW. Twenty realtors rode to Madison to discuss issues surrounding real estate and situations that directly impact our association. Among those who participated were 'seasoned veterans' and 'not-so-seasoned

rookies'. Regardless of the experience, the results and take away were much the same. Tricia Hennen, the NWWMLS Administrator in the office, lent some insight on her experience with R&G Day. Tricia recalls the trip to "very neat and educational" for the participants of the association. The unique opportunity to talk with legislators and assistants was one that I she had not experience before. Tricia was also fascinated by the "civil disagreements" that would occur within meetings. "People disagree all the time, but the disagreements were civil." Tricia also highlighted the Monona Terrace, bus ride conversations, and the overall beauty of Madison's architecture. Bruce King, the leader of the operation, had more comments on the future and what to expect. "Once the

budget is done (public hearings are beginning around the state now), legislation will be coming fast and furious. School funding is something that we have not directly been involved in, but you'll see REALTORS® involve themselves more and more into the subject, with over \$1.3 billion in referendum dollars in the past year, local taxes are going up in many locations. We need more of our members to participate in R & G Day. We have the largest association in terms of area and need involvement from all areas of the association to help convey the message." The last visit to Madison is one for the books but continued support and help from the association is needed. Many of these issues and events talked about in Madison; directly effect the association and their members. If you are interested in learning more about our efforts, feel free to contact Bruce King.



## Changes Pending on Eau Claire Rental Ordinance

Wednesday, March 8<sup>th</sup> I attended a public hearing about potential changes to the rental ordinance in Eau Claire. The basement of L.E. Phillips was packed with homeowners and landlords looking to learn more about changes and have time to give input. The potential changes have created controversy among many landlords and renters alike. The major changes will be to make sure the ordinance is compliant with state statues and Act. 46. Among the changes will be annual registration among all dwellings to be rented. The registration fee will be \$5/building, not units within the building, and the information will go in to a new database. Other changes include inspection and fees that coincide with these inspections. The first inspection will cost the landlord \$90 and a follow up inspection will cost \$125. The fees can be waived if the issues are a) non-existent or b) resolved before the inspection. Inspections are not guaranteed to take place. The reason an inspection would begin is due to confirmed complaints, and the external condition of the property. The proposed changes are aimed to promote better, healthy living conditions, protect the individuals renting, and the landlords. If you would like more information pertaining to these potential changes, the City of Eau Claire Health Department will be putting up information and documents for public viewing. In addition, a public hearing will be held sometime in April to discuss these changes before the City Council debates the legislation.

Jordan –GAD Intern



**REALTOR® Owned/REALTOR® Referred**

## [Did you know Video](#)

### [Foundation History](#)

It all began in 2004 with a simple idea “helping our neighbors in need.” REALTORS® across the country help people obtain the ultimate goal of home ownership.

Once realized, home maintenance becomes an on-going process and can create heavy financial burdens. It is the realization the area residents may be unable to afford necessary home repairs, that the RANWW Foundation was born.

The Foundation is funded by generous donations from members of the REALTORS® Association of Northwestern Wisconsin.

The REALTORS® Association of Northwestern Wisconsin Foundation, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strain.

What we can help fix through grants

- Bathroom Repairs
- Roof Repairs
- Garage Door Installation
- Electrical Upgrades
- Window Replacements
- Plumbing
- Handicap Access
- Replacing Dangerous Flooring



### [How To Apply For A Grant](#)

- Contact a local clergy member, the County Health and Human Services Department or a RANWW member.
- Identify repair needed and submit an application. Include two repair bids and photos of the identified area for repair.
- Grants are awarded in \$1000 increments. If repairs are beyond this, applicant is responsible for the remaining balance.
- Grants are awarded twice a year - typically May and September.
- Grant recipients will be alerted by mail to the submitting clergy, Human Services employee or RANWW member.
- All applications are kept confidential.

## April 2017

Sun	Mo	Tue	We	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

**5th & 6th** - CRS 204: Buyers and Selling Income Properties

**6th** - Safety Seminar at Charter Bank in Eau Claire

**12th** - New Member Orientation

**13th** - Broker BS Session-Hayward at Flat Creek 12pm

**13th** - Safety Seminar at Menomonie Public Library

**14th** - RANWW Office Closes at Noon

**17th** - Affiliate Round Table

**20th & 21st** - SRES: Seniors Real Estate Specialist

**20th** - Safety Seminar at Rice Lake Public Library

**27th** - Safety Seminar at Weiss Community Library - Hayward

## May 2017

Sun	Mo	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

**3rd** - RANWW Foundation Meeting

**5th** - MLS BOD Meeting in Rice Lake

**9th** - AHWD Certification Course

**11th** - RANWW BOD Meeting

**15th-20th** - REALTORS® Legislative Meetings & Trade Expo

**29th** - RANWW Office Closed Holiday

## June 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

**1st** - New Member Orientation

**21st** - Annual Meeting at Turtleback

## July 2017

Sun	Mo	Tue	We	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

**3rd** - RANWW Office Closed Holiday

**4th** - RANWW Office Closed Holiday

**13th** - Broker BS Session-Rice Lake at Johnson Bank

**14th** - MLS BOD Meeting

**14th - 25th** - Online Voting







# REALTOR® Safety is Important to us!

In 2017 we will begin a series of education events designed to bring safety awareness to our REALTOR® members. These classes will be open to all RANWW members and will be held at four (4) different locations within the association jurisdiction. We will end our safety education with a final speaker at our Annual Meeting in June with Carl Carter - Your Safety is Non-Negotiable – The Beverly Carter Story

All events are free.

**April 6 at Charter Bank-Eau Claire** 10am -12pm \_\_\_\_\_

1pm - 3pm \_\_\_\_\_

**April 13 at Menomonie Public Library-Menomonie** 12pm -2pm \_\_\_\_\_

3pm - 5pm \_\_\_\_\_

### Speakers in Eau Claire and Menomonie

Josh Zimmerman, Zimmerman’s Freestyle Martial Arts– Self Defense

Tom Matthew – Gun Safety

Briannon Cypher - Identity Theft

**April 20 at Rice Lake Public Library-Rice Lake** 10am -12pm \_\_\_\_\_

1pm - 3pm \_\_\_\_\_

**April 27 at Weiss Community Library-Hayward** 10am - 12pm \_\_\_\_\_

1pm - 3pm \_\_\_\_\_

### Speakers in Hayward and Rice Lake

Brown’s Karate Academy –Self Defense

Bob Campbell, Legal Shield-Identity Theft.

Larry Loch - Gun Safety in Hayward

Fireline - Gun Safety in Rice Lake

To sign up email [kim@ranww.org](mailto:kim@ranww.org)



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