



RANWW

Realtors® Association of Northwestern Wisconsin
Northwestern Wisconsin Multiple Listing Service, Inc
Realtors® Association of Northwestern Wisconsin Foundation

UPDATES

News and Current Events

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

April 2019

NRDS ID CONTEST!

Sorry to the member who missed their NRDS ID in last month's newsletter! Call the Association Office if you find yours in this month's issue and you will win a gift certificate!

Official Association business....

In accordance with our bylaws, notice is hereby given that the following amendments to our bylaws will become effective May 9th, 2019 unless a petition signed by 10% of the members eligible to vote is received at the Association office before May 9th, 2019. The underscored RED text shows the proposed addition of language to our bylaws.

[Click here for the NEW RANWW BYLAWS.](#)

LET'S FILL THE BUS for R&G Day!!!

REALTOR® and Government Day is April 24th this year we will again be taking a Kobussen coach bus! The bus will be picking up attendees in Eau Claire. Boxed lunches will be provided, along with refreshments for the ride home. This first class ride will be **FREE** OF CHARGE for all RANWW members wishing to attend REALTOR® & Government Day! This year on the bus, there will be a drawing for any *returning* member who brings another Association member *who has never attended* a REALTOR® and Government Day! They will have a chance to win a \$50 gift card! As an additional perk, the new members who attend will also have the chance to enter a separate drawing on the bus for one (1) of four (4) \$25 gift cards! This is a great opportunity for new *and* returning attendees to understand the importance of investing in their business by being politically informed on the industry issues. Reserve your seat today by calling 715-835-0923 or by e-mail at ranwwintern@ranww.org or bruce@ranww.org.

Installation Banquet

will be held on

Wednesday, September 25th
at Wild Ridge Golf Course.

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RANWW

Realtors® Association of
Northwestern Wisconsin

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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

A Message from RANWW Treasurer

The snow is melting and Spring is just around the corner. After the season of “snow events” we have had; many of us are looking forward to warmer and longer days. With Spring comes the season of “mud, muck, and rain”. Here are a few quick tips to help us get through Spring as we are out and about showing, staging and inspecting properties.

- Remember to take your shoes off on showings and listing appointments. Sellers work hard to keep their properties clean for prospective buyers.
- Keep a roll of paper towels and towels in your car for messes you and your clients may bring in. Sellers will appreciate it.
- Stock your car with snacks and water; no one likes a “hangry” REALTOR® OR Buyer. We have long days and nights this time of year, so keep your body and brain fueled.
- Get out of the office and get some exercise. A little bit of movement will help reduce the stress of a complicated transaction.

This is often the busiest time of year for many of us. Remember who we serve, our sellers, buyers as well as our fellow agents. I’m hoping these few quick tips help you have a successful Spring!



Deb Hanson
RANWW Treasurer

Fair Housing Act

The 1968 Fair Housing Act is a federal act in the United States intended to protect the buyer or renter of a dwelling from seller or landlord discrimination. Its primary prohibition makes it unlawful to refuse to sell, rent to, or negotiate with any person because of that person's inclusion in a protected class. The goal is a unitary housing market in which a person's background does not arbitrarily restrict access. Calls for open housing were issued early in the twentieth century, but it was not until after World War II that concerted efforts to achieve it were undertaken. The fair housing act played an important part in the Civil rights movement causing people to see how they needed to give African Americans equal rights with things including fair housing.

Welcome New Members!

Sara Gullicksrud
Re/Max Affiliates

Becky Gustafson
C21 Affiliated

Bailey Hawke-James
Edina Realty Chippewa Valley

Gordon Hodgett
Real Estate Solutions

Cheryl Kaiser
Kaiser Realty Inc

Jason Lee
C21 Sand County Services

Tammy Simmons
Re/Max Affiliates

Mary Roy
Keller Williams Integrity

Kirsten Taylor
Edina Realty Chippewa Valley

Brent Tice
Tice Appraisals



Have You Looked for Your NRDS ID in this Issue?

If you find your NRDS ID in the newsletter, call Kim at the Association Office at 715-835-0923 to claim your gift certificate!

WRA Tech Helpline

Scratching your head with tech questions? The WRA Tech Helpline can answer your questions, and the service is completely free with your WRA membership.

Free support on PC/MAC, Tablets, Phones, Printers, Networking, Outlook, Virus Removal & More!

WRA Tech Helpline: Call toll-free at 866-610-7997

Email: support@techhelpline.com

Chat: chat.techhelpline.com

Please join us for our Affiliate Round Table Meeting

Wednesday April 10th, 2019

RANWW Conference Center 10:00 a.m.-11:00 a.m.

3460 Mall Dr. Eau Claire

OR

Don Johnson Motors 2:00p.m. – 3:00p.m.

734 West Ave. Rice Lake

Let's Chat About:

- What RANWW does for you
- What RANWW doesn't do for you
- What RANWW needs to do for you

Our plans are to keep the meeting to approximately one hour in length. Please come prepared to have an open, honest discussion about your needs, concerns and suggestions. There is no agenda, no prepared script; this is your time to let us know what you would like from the Association. Please RSVP to the RANWW office by phone at 715-835-0923 OR email kim@ranww.org no later than Tuesday, April 9.

Thank You!





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2019 Real Estate Agent Roundtables

“Building Partnerships”

Working Together to Offer Affordable Home Loans in Rural Wisconsin

April 18th, 2019 at 9:00am at RANWW Conference Center

AGENDA

- Property Requirements
- Existing Manufactured Home Program
- Applicant Eligibility Requirements
- Benefits for Real Estate Agents
- Q & A's...Bring your questions and scenarios with you.

[Click here to register.](#)

Pricing Strategies: Mastering the CMA

May 8, 2019 | 8:30 a.m. – 4:30 p.m.

The Pricing Strategies: Mastering the CMA course will enhance your understanding of pricing and comparative market analyses (CMAs) across the board so you'll be able to guide clients through the CMA to ultimately list and sell properties at the appropriate price.

[Click here to register.](#)



- [Line By Line Training](#)
- [How Technology Can Ruin Your Real Estate Business](#)
- [Social Media Success In Under 15 minutes A Day](#)
- [The Shift In Real Estate](#)
- [Home Essentials: If Houses Could Talk](#)
- [Mastering Ipad Essentials For Agents](#)
- [Your New Real Estate Marketing Plan](#)
- [Go Social](#)
- [Working With Today's Connected Clients](#)
- [Snapchat For Real Estate](#)
- [Working With Seniors](#)
- [Digital Execution](#)





RANWW
Foundation

REALTOR® Owned/REALTOR® Referred **Who We Are And What We Do**

The REALTORS® Association of Northwestern Wisconsin Foundation, established in 2004, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strains.

The Foundation provides financial assistance for necessary home repairs to individuals and families to enhance the quality of their lives and help them stay in their homes.

How the Foundation is Funded

- Tax deductible donations from the association members
- Organized fundraisers
- Public donations

Every penny counts. You too can make a difference in the quality of someone's life by contributing to the RANWW Foundation.

Thank You

THANK YOU to all of our members who contributed to the RANWW Foundation during the 2019 membership renewal dues billing! We raised \$13,425.00 for our neighbors in need! Your generosity is sincerely appreciated!

THERE'S NO TIME LIKE THE PRESENT FOR

REALTOR® SAFETY

Knowledge | Awareness | Empowerment

Keep Safety Top of Mind for Office, Home & Electronically

Knowledge
Awareness
Empowerment

A Day in the Life: Habits to Keep You Safe on the Job

Instructor: Cheryl Knowlton

Ready to break bad habits that are putting you at risk? Register for this free safety webinar from the National Association of REALTORS® with Cheryl Knowlton, President of Elite Edge, a dynamic global real estate training company, and learn how to develop and incorporate good habits into your daily routine that help keep you safe on the job.



Cheryl Knowlton has been a REALTOR® since 2007, and is a passionate, high-energy national real estate speaker and 19-year veteran of the real estate and mortgage industry. An enthusiast of education, she holds 14 NAR designations and certifications. She is also the proud holder of the Distinguished Real Estate Instructor Designation (DREI), held by fewer than 100 individuals in the United States. Cheryl enjoys speaking at state and local real estate conventions and making friends in the real estate industry from all over the country. She is an instructor of NAR's *Real Estate Safety Matters* course, and is deeply invested in real estate agents' safety and success.

[Watch the Recording Here](#)

NAR is expanding its commitment to the safety of our members with the launch of the REALTOR® Safety Network. NAR will issue alerts about safety incidents of national concern. Learn more, including how to share safety information with us: [Click Here](#)

#REALTORSafetyNetwork



Looking for an easy way to stay in touch with past clients?

ePropertyWatch™ is a now a FREE member benefit!

Directly integrated with Matrix™, ePropertyWatch is a CoreLogic® service that helps you stay in touch with past clients. The monthly report is full of information on their home and neighborhood, including information on their home's value, nearby listings and transactions, local trends, and more.

- Agent Base Service (for up to 2,500 contacts) – FREE!
- Teams and Small Brokers (includes social media tool and website widget) – \$24.95/month (50% savings)

You can activate ePropertyWatch directly through the MLS system. Simply go to the ePropertyWatch widget on the REALTORS® Association of Northwestern Wisconsin Matrix home page to get started.

Visit ePropertyWatch.com for more information. [Watch video presentation.](#)



ePropertyWatch is...

- An email/web property report service full of fresh property and neighborhood insights
- Sponsored by you
- The perfect way to stay in touch with clients each month



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Multiple Listing Service, Inc

Updates & Changes

April 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sa
	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				

- 10th** - Affiliate Round Table
- 19th** - RANWW/NWWMLS Closes at Noon
- 24th** - R & G Day
- 25th** - New Member Orientation

May 2019

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	31	

- 2nd** - RANWW Foundation Meeting
- 2nd** - RPAC Auction at Eagles Club
- 8th** - [PSA Course 1-day](#)
- 10th** - NWWMLS BOD Meeting in Rice Lake
- 23rd** - RANWW BOD Meeting
- 27th** - RANWW/NWWMLS Office Closed

June 2019

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						

- 6th** - New Member Orientation
- 19th** - RANWW Annual Meeting

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July 2019

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	31			

- 4th** - RANWW/NWWMLS Office Closed
- 12th** - NWWMLS BOD Meeting
- 15-25th** - Online Voting
- 26th** - RANWW BOD Meeting



RPAC Report & *Legislative Updates*

Opportunity Zones

Created after the 2017 Tax Cuts and Jobs Act, Opportunity Zones work to increase private investment in distressed communities throughout the United States. The program creates investments in some of the nation's most economically challenged communities through tax incentives. These incentives work to encourage private investment, which stimulates economic growth and job creation. This is a federal program that relies on participation from the governor. The governor identifies areas in their state that should be designated as Opportunity Zones, based on federal guidelines given to them. This information is gathered from the qualifying census tracts to designate each zone. There are currently more than 110 sites in Wisconsin, including two areas in Eau Claire and two in Chippewa Falls.

How does this help the investor? This gives them the ability to defer capital gains on earnings that are reinvested in "Qualified Opportunity Funds" which are special purpose entities that exist to invest in businesses located in Opportunity Zones. Long term investors receive an additional step-up in basis, cancelling some of their original tax bill. Investments upheld for ten or more years are not subject to additional capital gains tax on any earnings from Opportunity Zone Investments. The statute promotes equity investments for new businesses. For more information on the topic, visit <http://impinvalliance.org/opportunity-zones> <https://www.wheda.com/Opportunity-Zones/>

Why does investing in opportunity zones affect me? The Opportunity Zones program offers three tax incentives for investing in low-income communities through a qualified opportunity fund. First, there is a Temporary Deferral. Taxable income for capital gains is reinvested into an Opportunity Fund. Second, there is a Step-Up In Basis. This is for capital gains reinvested into an Opportunity Fund. The basis will increase 10% if the investment in the fund is held by the taxpayer for at least 5 years and by an additional 5% if held for at least 7 years. This excludes up to 15% of the original gain from taxation. Third, there is Permanent Exclusion. This comes from taxable income of capital gains from the sale or exchange of an investment in an Opportunity Fund, if the investment is held for at least 10 years. This exclusion only applies to gains accrued after an investment in an Opportunity Fund. For more information about benefits and examples of how the Opportunity Funds work, visit <https://eig.org/wp-content/uploads/2018/02/Opportunity-Zones-Fact-Sheet.pdf>

RPAC Auction - May 2nd, 2019

Mark your calendars for the annual RPAC Auction! Thursday, May 2nd, at the Eagles Club Banquet Hall in Chippewa Falls. Join us for a fun filled evening with a live auctioneer! Support RPAC and have fun doing it! [Click here for the video!](#)

