



# 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."*

### AUGUST 2017



Don't forget to sign up for  
the RANWW Golf Outing  
at Wild Ridge Thursday,  
August 24th.

[Click here](#) to sign up.

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

**Thank you!**

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**THANK YOU** to everyone who took the time to vote during our online elections! We had an excellent slate of candidates to choose from, making the voting extremely close for each candidate. The election results are as follows:

**Gary Brenizer** - CB Brenizer/Eau Claire - Treasurer (One year term)

**Scott Rohde** - Associated Realty LLC - Director (Three year term)

**Judy Nichols** - Westconsin Realty LLC - Alternate Director  
(One year term)

### ***Congratulations to the new Officers and Directors!***

Our newly elected leaders will be installed and the Association award recipients will be recognized at the **Awards & Installation Banquet** on **September 28th**, at Turtleback Golf Course and Event Center in Rice Lake. Prior to the Banquet, we will honor our past leadership during the special **Past Presidents Social**. Please mark your calendar and plan to join us for these special events! [Click Here to register](#).

### **Certified Eau Claire Landlord Program**

This program will show how cooperation between property owners, residents, community advocates and law enforcement agencies can build healthier neighborhoods and fight drug, gang and other illegal activity.

**Tuesday, September 26, 2017 9:00 am—4:00 pm** (one hour lunch)

To register contact: Eau Claire Police Department  
Attention: Brian Schneider  
PO Box 496  
Eau Claire, WI 54702-0496  
[brian.schneider@eauclairewi.gov](mailto:brian.schneider@eauclairewi.gov)



# RANWW

Realtors® Association of  
Northwestern Wisconsin

## A Message from our Treasurer

### RANWW Officers

**Marty Tauger - President**  
715-770-9181  
[taugers@gmail.com](mailto:taugers@gmail.com)

**Dan Lawler - President -Elect**  
715-234-2948  
[Dan@DanLawler.com](mailto:Dan@DanLawler.com)

**Stacey McKinney - Treasurer**  
715-580-0126  
[stacey@mckinneyrealty.net](mailto:stacey@mckinneyrealty.net)

**Joe Germain - Imm Past President**  
715-828-1113  
[joe@joegermain.com](mailto:joe@joegermain.com)

### RANWW Directors

Mary Jo Bowe	715-456-2014
Paul Canfield	715-828-0819
John Flor	715-924-4806
Julie Flor	715-790-0564
Mary Hafenstein	715-520-2577
Deborah Hanson	715-456-0499
Cristina Masterjohn	715-491-2278
Shannyn Pinkert	715-379-3574
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)

### HAVE A COMPLAINT?

**PROBLEM WITH A REALTOR® BUT NOT SURE WHERE TO TURN TO? LET OUR CODE OF ETHICS ENFORCEMENT PROGRAM POINT YOU IN THE RIGHT DIRECTION!**

The single, most outstanding characteristic that sets REALTORS® apart from other real estate practitioners is their willingness to accept and abide by the Code of Ethics of the National Association of REALTORS®. The Code, which was first adopted in 1913, is a living document, responsive in its content to changes in the law and industry. The Code has been revised several times through the years to reflect current developments in professional real estate practice. The term REALTOR® has come to represent competency, fairness, and high integrity. These qualities stem from voluntary adherence to an ideal of moral conduct in real estate practices.

But even with the best intentions, planning and preparation, occasional disagreements arise between REALTORS® and/or between REALTORS® and their clients or customers. As civil litigation becomes increasingly costly, time consuming and burdensome, there has been a trend among private parties to settle disputes and conflicting claims through alternative means.

The Realtors® Association of Northwestern Wisconsin offers the public and its members a vehicle to economically expedite ethics complaints and/or arbitration requests without going to court. If a monetary dispute arises from a real estate transaction or if you believe a REALTOR® may have acted in an unethical manner, seek a resolution through us. To view a copy of the Code of Ethics or get forms to file either an ethics complaint or arbitration request, use this link. [Click here for Code of Ethics](#)

**Mandatory ethics training. Not many professionals can claim that on their resume.** When REALTORS® complete mandatory Code of Ethics training, they not only set themselves apart from other professionals in the real estate industry, they set themselves apart from many industries.

**Stacey McKinney**  
**RANWW Treasurer**



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.

**Keith Arndt**

Andale Real Estate

**Deanna Aubart**

Coldwell Banker Brenizer/Rice Lake

**Brooke Dixon**

Woods & Water/Chippewa Falls

**Nicole Dorwin**

Coldwell Banker Brenizer/Eau Claire

**Daniel Gjerseth**

American Realty Partner/Eau Claire

**William Heino**

Real Estate Solutions

**Bryce Hines**

Colwell Banker Brenizer/Eau Claire

**Marissa Hook**

General Property Management

**Erika Johnson**

C & M Realty

**Rachel Malsom**

Voyager Village Realty

**Mark Olson**

Re/Max Assurance

**Evetta Palmer**

Woods & Water Realty/Eau Claire

**Gene Sorey**

Alliance Realty

**Jordan White**

Andale Real Estate

**Jeremy Yankton**

Coldwell Banker Brenizer/Eau Claire

**Grant Zalusky**

Century 21 Affiliated

**Joseph Ziolkowski**

Coldwell Banker Brenizer/Eau Claire

## RANWW Foundation

### Fundraiser!

SEPTEMBER 14th, 2017

1:00pm-5:00pm

Eau Claire Rod & Gun Club, Eau Claire

Indianhead Rifle & Pistol Club, Spooner

\$25 in Advance / \$30 at the Door



To register contact

Kim 715-835-0923

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



## RANWW

Foundation

## Buying a Home Makes Money Sense, Poll Finds

### 2017 Housing Pulse Survey



This survey, which measures consumers' attitudes and concerns about housing issues in the nation's 25 largest metropolitan statistical areas on a biennial basis, found that **84 percent** of Americans believe that **purchasing a home is a good financial decision**, the highest since 2007.

#### Housing Costs

Lack of affordable housing is a growing problem.

Nationally, **44 percent** of respondents categorized the lack of available housing that is affordable as a very big or fairly big problem. In the top 25 markets, more than half see the lack of affordable housing as a big problem. This is up **11 points** from the 2015 Housing Pulse survey.

44%



The lack of affordable housing and the cost of housing is especially troublesome to renters, non-whites, and women. Additionally, housing costs are more of a strain for those under the age of 50 than older Americans.

The majority believe needing public assistance for housing is due to difficult circumstances, not poor personal choices.



Most people who need public assistance for housing are struggling because of low wages, high rents and limited job opportunities.

#### Buying a Home

44%



##### POCKETBOOK ISSUES

Forty-four percent of respondents stated that affordable health insurance, low wages, and housing costs top list of problems facing Americans.

40%



##### DOWN PAYMENT

Little more than **40 percent** believe that banks and lenders require a down payment of **15 percent** or more when buying a home.

51%



##### BUDGET

When forced to choose, **51 percent** picked a neighborhood with better schools and job opportunities even if housing prices are a strain on their budget.



##### TRUSTED SOURCES

When it comes to buying, most people trust their family or friends as a source of information. A **local REALTOR®** or real estate agent is a close second.

Visit [www.nar.realtor](http://www.nar.realtor) for the full results of the 2017 Housing Pulse Survey.





December 2017  
Milwaukee Area

## Quarterly Broker BS Sessions

Brokers; This is the last session! We want to hear from you on a regular basis so please join us for one of our sessions. 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:

**October 12th** - Stout Ale House  
in Menomonie  
at 3pm



## WRA Annual CONVENTION

**September 12-13, 2017 | Potawatomi Hotel and Casino | Milwaukee, WI**

The WRA's annual convention is the WRA's showcase event of the year where hundreds of REALTORS® gather together from all corners of the state for classes, networking and fun! With the "Be An MVP: Most Valuable Professional" theme for the convention, you'll learn strategies and ideas to soar to new heights. With all the knowledge you'll gain at the convention, you'll be in a league of your own as you score new clients, new relationships and new success! Click [HERE](#) for registration or call WRA at 800-279-1972.

### Two-fer Convention Special!

**Register one WRA member for one full convention pass at regular price and register a second WRA member at a special introductory price.**

Your second guest must be a member of the WRA who has never attended the convention or has not attended in the past five years. Limit one discounted registration per order. To receive the promotion code, you will be required to register using the yellow two-fer button at the online registration. At the completion of the registration process, you will receive a promotion code. Give this promotion code to a WRA member and tell them to visit the WRA website to register and redeem the discounted pricing using the two-fer registration button.

### FREE Convention Drawing!

WRA is awarding a complimentary registration fee to the Association! If you're a RANWW member and you'd like to be entered for the drawing for a **FREE** registration, contact Jane at the Association office by Aug. 22!

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## AHWD Certification Course: At Home With Diversity

**October 3, 2017 | 8:30 a.m. - 5:00 p.m.**

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.

[To Register](#)

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## CRS 206: Technologies to Advance Your Business

**October 11-12, 2017 | 8:30 a.m. – 5:00 p.m.**

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information can be the difference between making and breaking a transaction. This course combines targeted discussion topics, technology demonstrations and engaging activities to prepare students to select the right technology tools and systems to advance their business.

[To Register](#)

## GoMLS App was upgraded to the latest Release of 2.7.2.

### What's new in 2.7.0...

- Android Platform - Improved stability and bug fixes
- iOS Platform - Improved stability and bug fixes
- New look for Gallery View
- Push Notifications for Favorites
- Consumer favorites automatically added to Home Assist conversations for Agent viewing.
- Home Assist onboarding help screens
- Cross-Property Search Filter
- Settings feature added in menu to control notifications

All GoMLS/Property Locator videos are available on YouTube: [Click here for videos](#).

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## Window to the Law: Off-MLS Listings

NAR General Counsel Katie Johnson discusses the questions arising from this type of listing and explains why the NAR Code of Ethics makes this issue important to all REALTORS® and consumers.

[Click here to watch the video.](#)

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### **LOCKBOX TIP: NON-RESPONSIVE BOX**

**If using a one-day or mobile access code and the lockbox doesn't respond by pressing ENT, insert a plastic card (credit card, driver's license, etc) into card box. This will wake up the box. Once awake, remove the card from the box, press ENT and use the code.**

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**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**

**Wednesday, February 7<sup>th</sup>, 2018**

### **REALTORS® Political Action Committee Overview**

RPAC stands for the REALTORS® Political Action Committee. A PAC is a legal means by which interested individuals with common goals, like a trade association, band together for the purposes of political action.



The best way to positively impact issues such as property taxes, health care and protecting the rights of property owners is through RPAC, a real estate professional's vehicle for political action.

#### **What does RPAC do?**

As a real estate professional, RPAC is your PAC. It is also the real estate industry's vehicle for political success. REALTOR® volunteers raise contributions from other members across the state. These funds are then pooled together and contributed on a nonpartisan basis to public office candidates who support housing and real estate interests.

Seventy cents of every dollar raised stays in Wisconsin for state and local elections, and the remaining money is transferred to the National Association of REALTORS® PAC for contributions to federal candidates.

#### **RPAC facts**

- All fundraising efforts and contributions to candidates are administered by a board of RPAC trustees, representing each local board and all areas of the state. Decisions made by the trustees are submitted to the WRA board of directors.
- Funds are disbursed on a nonpartisan basis to Democrats and Republicans alike, based on issues and support of the REALTOR® legislative agenda.
- RPAC is one of the largest trade-association PACs in the world and in Wisconsin.

#### **Why should RPAC interest you?**

RPAC is a critical business partner for REALTORS®. Up to 4,000 bills are introduced each session in the state Legislature, and elections determine who will be voting on these bills. RPAC helps to elect the people who write the laws with which you and your business must live. Through extensive research and ongoing monitoring, RPAC keeps real estate professionals informed, involved and influential regarding the legislative decisions that are important to the industry.

#### **Does RPAC buy votes?**

RPAC does not buy votes. Candidates and public officials are honorable people whose votes are not for sale. However, by helping to elect public policy decision-makers, RPAC assures REALTORS® the opportunity to present their views and be heard. RPAC fully complies with all state and federal election laws.



**REALTOR® Owned/REALTOR® Referred**

## **Who We Are And What We Do**

### **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.

## August 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 & 4th** - WRA BOD Meeting

**14th & 15th** - Leadership Summit

**17th** - New Member Orientation

**24th** - Golf Outing at Wild Ridge

## September 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

**4th** - RANWW Office Closed Holiday

**6th** - RANWW Foundation Meeting

**8th** - MLS BOD Meeting in Rice Lake

**12th & 13th** - WRA Convention

**14th** - Trap Shoot

**28th** - Installation Banquet

## October 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	31				

**3rd** - AHWD Certification Course

**5th** - RPAC Lunch at Florian Gardens

**10th** - RPAC Phone A Friend

**11th & 12th** - CRS 206 Technologies to Advance Your Business (2-day)

**12th** - Broker BS Session - Menomonie at Stout Ale House

**19th** - New Member Orientation

**26th** - Candidate Training Academy

## November 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		

**13th & 14th** - ABR Core Course - 2 days

**13th - 17th** - "A Week of Giving"

**23rd** - RANWW Office Closed Holiday

**24th** - RANWW Office Closed

**REALTORS®**  
CONFERENCE & EXPO

NOVEMBER 3-6  
→ CHICAGO ←



**NATIONAL ASSOCIATION of REALTORS®**





# RANWW

Realtors® Association of  
Northwestern Wisconsin

## RANWW Golf Outing!

Thursday, August 24th, 2017 at Wild Ridge Golf Course

- Golf** Golf will be a 4-5 person scramble. Golfers may choose their own 4-5 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Registration will begin at 11:00 a.m. Shotgun start will be at 12:30 p.m. Please arrive early for check-in.
- Lunch** A burger/brat/hotdog buffet lunch will be served 11:30 a.m. - 12:30 p.m.
- Refreshments** Refreshments will be available throughout the day and each player will receive two complimentary beverage tickets. Complimentary soft drinks and snacks will be available on the course during the afternoon.
- Networking** Networking, games and socializing will commence from 3:30-5:00 p.m. This is a great time for non-golfers to get together and mingle!
- Dinner** A buffet style dinner including two entrée choices, potato and salad, will be served at 5:00 p.m.
- Sign-up** All golf and dinner fees MUST be paid with your reservation by 4:00 p.m. Thursday, August 17.
- Cancellations** All cancellations must be received on or before August 17 for a refund, minus a \$15 surcharge.

### 2017 RANWW NETWORKING, GAMES AND GOLF RESERVATION FORM

Choose One of the Following:

\*FIRST TIME ATTENDEE? Take \$10.00 off!!!

**INDIVIDUAL** (will be placed with team)

OR

**TEAM**

Name \_\_\_\_\_

Captain \_\_\_\_\_

Players \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Choose One of the Following:**

\_\_\_\_\_ Afternoon golf (9 Holes), lunch, cart, games and dinner - \$55.00\* per person (\$45.00 for first timers!)

\_\_\_\_\_ Lunch only - \$15.00 per person (FREE for first timers!)

\_\_\_\_\_ Dinner, games and networking only - \$25.00 per person (\$15.00 for first timers!)

\_\_\_\_\_ Lunch, dinner, games and networking only - \$35.00 per person (\$25.00 for first timers!)

Send all reservations WITH PAYMENT to: RANWW, 1903 Keith Street, Suite 3, Eau Claire, WI 54701

\*\$2.00 of each golf registration will be donated to the RANWW Foundation\*

# *The Realtors® Association of Northwestern Wisconsin*

*Cordially Invites You to The  
Past Presidents Social and  
Installation & Awards Banquet  
Thursday, September 28, 2017  
at Turtleback Golf Course and Event Center  
1985 18 1/2 Street, Rice Lake, WI*

*Please join us to honor our Past RANWW Leadership:*

## *Past Presidents Social*

*From 4:30pm - 5:30pm*



*After the Social Hour, we invite you stay and participate in the:*

## *2017 Awards and Installation Banquet*

*Social hour from 5:30pm - 6:30pm*

*Dinner from 6:30pm - 7:15pm*

*Program from 7:15pm - 8:15pm*

*Name:* \_\_\_\_\_

*Guest:* \_\_\_\_\_

*Members pay for guest meals only*

### *Will Attend:*

\_\_\_\_\_ *Past Presidents Social with Hot & Cold Hors D' Oeuvres (Guest \$10)*

\_\_\_\_\_ *Awards & Installation Banquet with buffet dinner (Guest \$20)*

\_\_\_\_\_ *Both Past Presidents Social and Awards & Installation Banquet (Guest \$30)*

*RSVP by September 20th, 2017*

*To: RANWW, 1903 Keith St., Eau Claire, WI 54701*

*or [kim@ranwww.org](mailto:kim@ranwww.org)*