



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."

DECEMBER 2019

**REALTOR® Ring Day is
Friday, December 6th
Need people to ring!**

**THANK YOU RANWW Membership
for supporting the
"Week of Giving and Volunteering".**



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



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RANWW

Realtors® Association of
Northwestern Wisconsin

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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 President Elect

Happy Holidays, Merry Christmas, Happy Hanukkah, Happy Kwanzaa, no matter what you say it's the spirit and celebration behind the words that matter. This time of year often we reflect on the years events and plan for the upcoming year. All around us people seem to be filled with joy and happiness. Between all the holiday parties and celebrations take time to look for those less fortunate, those struggling, those in need of a friend. Within our own communities we have people and animals who could use a helping hand. What would happen if each of us donated not only money but time to help?

During this time of year the rates of volunteerism raise dramatically. After the new year those rates drop. I challenge you to give of yourself, not only during December but all year. It is up to us to keep the spirit of giving going all year long. Create something bigger than yourself, join forces to make magic happen for someone else. There are many non-profits, nursing homes, schools and organizations to get involved in. One act of kindness can spark a firestorm of joy for someone. The gift of time is valuable and appreciated.

This holiday season pour your heart and soul into making a difference, making someone's day and making the world a better place. Heart and soul is what moves people to act, to respond and to thrive. Remember together we are better, together we can make a difference.

Enjoy the magic of the season.

Deb
RANWW President-Elect



REALTOR® Ring Day

Friday, December 6th, 2019

Please contact the following people if you can help!

Rice Lake - Jade Green 715-642-1320

jadegreenrealestate@gmail.com

Eau Claire- Kim Fisher 715-835-0923

kim@ranww.org

Welcome New Members

Dylan Balk

American Edge Real Estate Services

Jennifer Beetch

Coldwell Banker Real Estate Consultants

Keith Brown

Clearview Realty

Matt Kosse

Keller Williams Integrity WI/MN

Nate Kuepfer

Coldwell Banker Brenizer~Chippewa

Richard Larson

Re/Max Cornerstone

Thomas Tomter

Clearview Realty

John VanDeloo

Edina Realty~Chippewa Valley



9 Tips to Sell That Lingered Listing

Getting showings but no offers?

Take these steps to attract motivated buyers.

November 5, 2019, REALTOR Magazine by Tim and Julie Harris

So you have a listing but no interested buyers. Stop wasting time looking for a magic bullet that will sell a hard-to-sell house. There isn't one single method or marketing campaign that will do the trick. You must begin with an action-oriented mindset and analyze the facts of the property and the sellers' situation. Then follow these nine tips to get the house sold.

1. **Do a new CMA.** Because this property has likely sat on the market for a long period of time, you have resources to help you understand the house better now. Hopefully, you've received [feedback from agents and prospective buyers](#) who've viewed it. Plus, there are new sales, pending sales, and active listings that are competing with your impossible-to-sell house. Do a new competitive market analysis to see how the home features and price now compare to others in the area. Pretend the house is a new listing. Evaluate the absorption rate, days on the market, list-to-sell-price ratio, number of homes competing with yours, and any other trends that may have changed since it was first listed.
2. **Evaluate the motivation of the sellers (again).** Why are the sellers selling, and when, ideally, do they want to move? Is there a certain amount of money that they want to make on the sale, and is that amount flexible? Perhaps the sellers' motivations have changed since first signing the contract to list with you. Remember, in order to fall in love with the next house, the sellers have to let go of the current house—which may involve a price reduction.

[Click here for more!](#)

**The Golden Rule
Award Recipient**



Aaron & Cheree Tiry

Team Tiry Real Estate, LLC

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Don't Miss One of the WRA's Best-kept Secrets

January 2020 | Lac du Flambeau

Mark your calendar for January 28-29, 2020, and kick off the new year with Winter Convention, featuring motivational speakers, informative workshops, CE, exhibits and winter fun, including a bags tournament, casino gaming and some of the best snowmobiling trails in the state.

Forms Update Resources

2019 Update

The Real Estate Examining Board recently approved revisions to the WB-11 Residential Offer to Purchase form. The optional use date is November 1, 2019, and the mandatory use date is January 1, 2020. A version approved for educational use only can be found on the DSPS website [online here](#). The final form will be available beginning November 1, 2019, on zipForm.

Check back regularly for additional WB-11 resources that will become available over the coming weeks and months.

Revisions were necessary to update language, incorporate statutory changes and clarify some provisions:

- Organized to follow the logical flow of a transaction rather than jumping from provision to provision due to formatting constraints of the past.
- Includes a radon testing contingency, which might allow some agents to draft offers without additional addenda.
- Financing Contingency is now the Financing Commitment Contingency to better reflect that what a buyer is obtaining is a loan commitment.
- Satisfaction of Financing Commitment Contingency with buyer's signed loan commitment.
- Default deadlines for the blank lines in the offer.
- Bump Clause is its own section and can be attached to any contingency.

New section on the Foreign Investment in Real Property Tax Act (FIRPTA) that prompts the parties to think about federal tax implications when the seller is a foreign person as defined by the Internal Revenue Code.

[Click here to learn more about the 2020 WB-11](#)





THERE'S NO TIME LIKE THE PRESENT FOR

REALTOR® SAFETY

Knowledge | Awareness | Empowerment

Keep Safety Top of Mind for Office, Home & Electronically

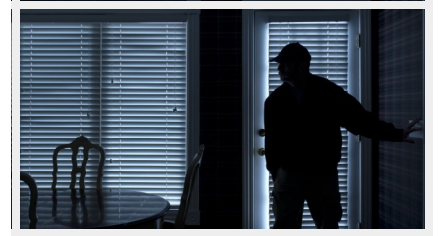
Knowledge
Awareness
Empowerment

4 tips to ward off burglars

Realty Biz News, March 2, 2018 by Mike Wheatley

No matter what part of the real estate industry you work in, be it residential homes, property management or something else, you know how important proper security measures are for your tenants and investors.

A recent [report](#) from home security firm Ooma says that renters are 85 percent more likely to become victims of burglars than homeowners are. As such, it might be a good idea to help try and put your rental clients at ease, which can be done with the following tips to help improve home security.



1. Assess the property for weak spots:

First up is to carefully audit the home or building for any weak spots in security that could allow a burglar to gain entry easily. For example, things like fire escapes, in-window air conditioning units and dark entrance ways are often susceptible to break ins, Ooma says. One of the best ways to secure these weak spots is with motion sensor alarms.

2. Secure the windows and doors:

Securing the ground-level windows and doors is always a good idea, providing a simple and effective way to give your tenants peace of mind. One of the best ways to secure these entry points is by adding a security bar or a metal rod that can block doors and windows from being opened. It might also be a good idea to place motion sensor alarms at these points as well.

3. Install security cameras

Video cameras are probably the most effective way of identifying burglars, and that should put many off from breaking in in the first place, Ooma says. Moreover, even non-working cameras can deter people from breaking into a property, as they won't know if they're out of order or not.

4. Monitor the property yourself

These days it's possible to monitor a property even while you're not physically present at the location itself. For example, many DIY home security systems come with an app that allows you to monitor a property remotely and receive notifications when a motion sensor or camera has been triggered.



Board of Directors Special Report: MLS, Code of Ethics Recommendations Pass

NAR.REALTOR, November 11, 2019

Board Approves 'Clear Cooperation Policy

The National Association of REALTORS® Board of Directors took a big step to bolster brokerage cooperation Monday, passing **MLS Statement 8.0**, also known as the Clear Cooperation policy. The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public. MLSs have until May 1, 2020, to implement the policy. For more information, visit the [MLS Clear Cooperation Proposal](#) page.

Customer Full View in Auto Email

When you are in the Auto Email settings, be sure to change the additional views to Customer Full.

3400 Main Dr Suite 5A, Eau Claire, WI 54601
Ph: 715.835.0923
Fx: 715.835.4621

[Edit Your Signature](#)

Language:

 Criteria:

Property Type is 'Residential'
Status is one of 'Active', 'Active Bump', 'Active Offer'
MLS is 'Realtors of Northwestern Wisconsin'
Area 1 is '02 - Ec Schl/Southside'
Current Price is 250000 to 300000

 Settings

Enabled
 Disabled

Concierge: Enable concierge mode
Matrix alerts you on the Home Page automatically as new matches are found.
 Also send me the alert notifications by email.

Display: All customer displays are automatically available to your contact, except when viewed on a phone.
Additional display: Customer Full

Show this contact in Reverse Prospecting results
 Enable as a Favorite Search on Home tab (10 maximum)



RANWW
Northwestern Wisconsin
Multiple Listing Service, Inc

Updates & Changes



RANWW
Foundation

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

WE are doing GREAT work!

The Foundation Directors awarded funding to a local family that just purchased a house and the electricity began to short out and breakers were tripping. The main breaker was fried and needed to be replaced. The Directors approved the grant immediately.

THANK YOU FOR SUPPORTING THE RANWW FOUNDATION!



Dear RANWW,

Thank you so much for approving us for the grant to fix our electricity. Winter was approaching very quickly and we didn't know what to do. We are beyond grateful for this as this is our very first home, with an unexpected bill like this we weren't sure how it was going to work out. But we got the great news that we were accepted and we were very relieved that we can now enjoy our new home.

Your kindness and generous grant has made our lives much easier and will help the dream of us being home owners.

December 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				

5th - RANWW Christmas Party
The Steakhouse in Hayward

6th - REALTOR® Ring Day

12th - RANWW Christmas Party
Leinie Lodge in Chippewa Falls

24th - RANWW/NWWMLS Office Closed

25th - RANWW/NWWMLS Office Closed

January 2020

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	

1st - RANWW/NWWMLS Office Closed

10th - NWWMLS Board Meeting

15th - RANWW Board Meeting

28-29th - Winter Convention, Lac du Flambeau

February 2020

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

5th - REALTOR® & Government Day

20th - RANWW Foundation Meeting

March 2020

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				

6th - NWWMLS Board Meeting

18th - RANWW Board Meeting



REALTOR® Association helps Girl Scout Achieve Silver Award wit Little Free Libraries.



RPAC Report

Legislative Updates

Legislative Alert: Condition Reports

WRA, November 7, 2019

Last session, the legislature passed into law more user-friendly disclosure reports for real estate sellers to complete when selling residential or vacant land. The same legislation provided for definitional consistency in the transaction between home inspector reports and the offer to purchase.



The WRA is seeking legislation to make small modifications to the condition reports.

Background:

Since the implementation on July 1, 2018, of the revised Real Estate Condition Report (RECR) and Vacant Land Disclosure Report (VLDR) forms, the WRA discovered the need to correct one inconsistency in the statute, clarify a practice issue, address one minor technical modification and add a new disclosure. These are the four recommended changes:

1. Authorize the buyer to receive the earnest money back if the buyer has the right to rescind the offer.
2. Clarify that the RECR or VLDR with strikethroughs or unanswered questions is considered to be incomplete.
3. Modify the items in the land use disclosure section of both forms to specify that the disclosure applies to private, not public, rights of way.
4. Add Foreign Investment in Real Property Tax Act (FIRPTA) as a disclosure to both the RECR and VLDR forms.

What's in play: Legislation to address all four points will be introduced in the Wisconsin legislature soon. Watch for more details in future issues of *Wisconsin Real Estate Magazine*.

Legislation status: This legislation is awaiting introduction.

**REALTOR® & Government Day is
Wednesday, February 5th, 2020**

Affiliate Member Minute



**PEOPLES
BANK MIDWEST**

People You Know. People You Trust.

Why Peoples Bank Midwest?

Local Decisions.
Personal Service.
Experienced.
Easy to Work With.

Choosing Peoples Bank

Midwest means that you will have access to our experienced lending experts located in Northwest Wisconsin. We will work with you to provide the lending solution that makes the most sense for you and your situation. We service all our loans bringing you support throughout the entire loan process, even after closing.

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- Adjustable Rate Mortgages
- Vacant Land Loans
- New Construction Loans
- Home Possible™
- Home Equity Line of Credit



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