



RANWW

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

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

UPDATES NEWS & CURRENT EVENTS

February 2021

REALTORS® Confidence Index

The REALTORS® Confidence Index (RCI) survey gathers on-the-ground information from REALTORS® based on their real estate transactions in the month. This report presents key results about market transactions.



**CLICK HERE to
continue reading**

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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 Luisa at: luisa@ranww.org

MESSAGE FROM

RANWW TREASURER

HELLO FROM CHETEK!

I AM HONORED TO BE SERVING AS YOUR TREASURER THIS YEAR AND ENCOURAGE YOU TO REACH OUT TO MYSELF OR ANY MEMBERS OF OUR BOARD OF DIRECTORS WITH SUGGESTIONS OR RECOMMENDATIONS ON HOW WE CAN BEST SERVE YOU. THIS MONTH I WANTED TO SHARE TWO OF MY FAVORITE REALTOR® BENEFITS... FOREWARN AND COMMITMENT TO EXCELLENCE AKA C2EX. FOREWARN IS AN APP THAT GIVES YOU RISK ASSESSMENT AND DUE DILIGENCE AT YOUR FINGERTIPS. FOREWARN PROVIDES INSTANT KNOWLEDGE TO VERIFY PHONE, ADDRESS HISTORY, FINANCIAL RISK INDICATORS, ASSETS AND CRIMINAL HISTORY OF YOUR POTENTIAL CLIENTS. IT PROVIDES AN ADDED LAYER OF SAFETY AND GIVES ME PEACE OF MIND WHEN INTERACTING WITH NEW CLIENTS.

C2EX IS A NAR ENDORSEMENT THAT WAS CREATED TO EMPOWER REALTORS® TO EVALUATE, ENHANCE AND SHOWCASE THEIR HIGHEST LEVELS OF PROFESSIONALISM. YOU CAN UTILIZE C2EX FROM YOUR DESKTOP, TABLET, OR PHONE. IF YOU HAVE 5 MINUTES OR 5 HOURS, IT IS VERY INTERACTIVE AND INFORMATIVE. WHETHER YOU ARE A BRAND NEW OR SEASONED AGENT, I ENCOURAGE YOU TO LOG IN AND START YOUR JOURNEY! C2EX.REALTOR (SAME USER NAME AND PASSWORD AS YOUR NAR.REALTOR SIGN IN). BOTH OF THESE BENEFITS ARE INCLUDED IN YOUR REALTOR® DUES AND ARE GREAT EXAMPLES OF THE VALUE YOUR REALTOR® ASSOCIATIONS BRING TO YOU.

2021 IS PREDICTED TO BE ANOTHER OUTSTANDING YEAR FOR REAL ESTATE. I WANT TO WISH YOU ALL A SAFE, HEALTHY AND PROSPEROUS YEAR!

Julie Flor



Wisconsin REALTORS® Association

RESOURCES

Welcome New Members!

Alicia Bur

Escher Real Estate

Amber Cernohous

Century 21 Affiliated ~ Altoona

Jeffrey Weber

Feather Real Estate Group

Jennifer Conaway

C & M Realty

Jeremy Middlestadt

National Land Realty

Kelly Cherrier

Century 21 Woods to Water Realty

Melissa Klosterman

RE/Max Affiliates ~ Bloomer

Nicole Prock

Century 21 Affiliated ~ Altoona

Sally Meyer

Century 21 Affiliated ~ Altoona

Samer Meurette

RE/Max Professionals

Teresa Germain

Wiley Law SC

Timothy Menebroeker

TM Home Inspections, INC

Trent Cunningham

Cunningham Realty Group WI

Tyler Glaser

Edina Realty Inc~EC



Welcome



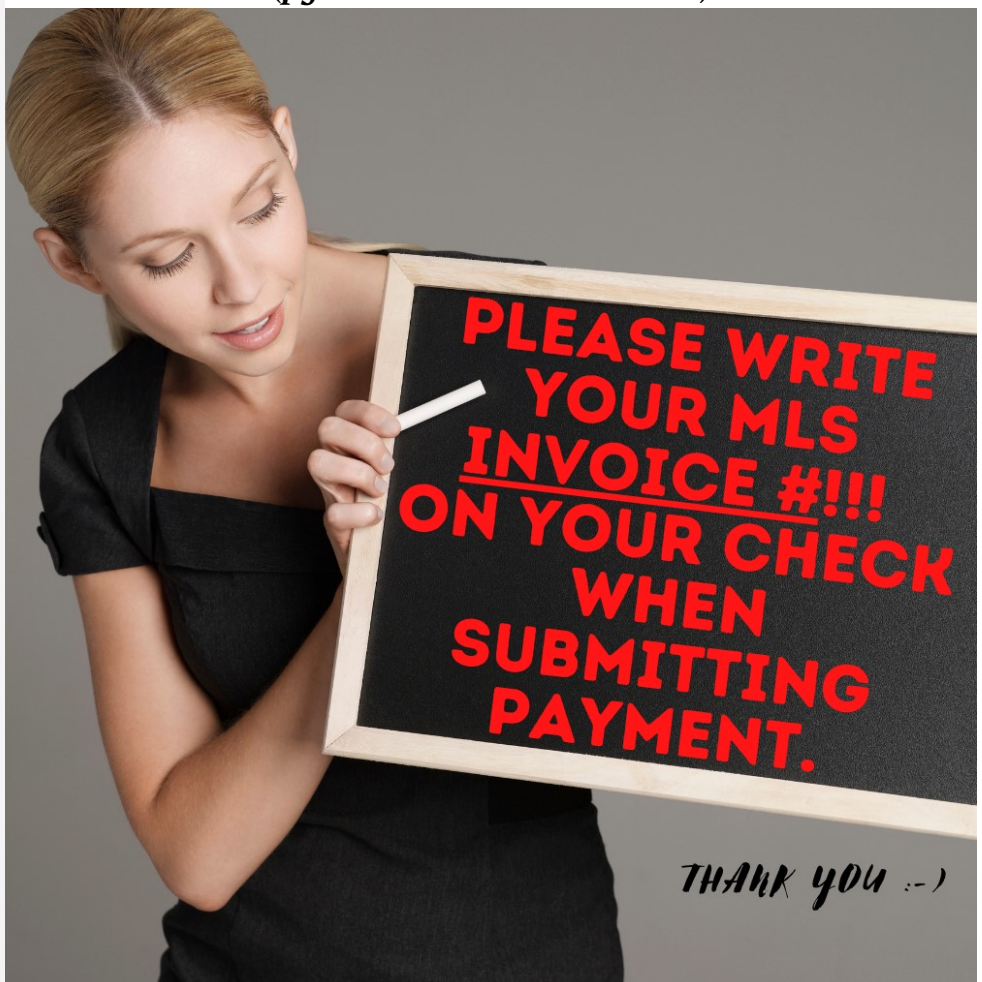
BY TRACY RUCKA
DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES
LEGAL

The Best of the Legal Hotline: “For Informational Purposes Only”

This phrase, although often used, can lead to ambiguity, confusion and misunderstandings in real estate transactions regarding inspections and inspection reports. Clear communication and understanding about the offer to purchase, home inspector limitations of liability, and access to property can help to better manage party and broker expectations. The WRA Legal Hotline has fielded several inquiries regarding the confusion that results from the use of the “for informational purposes only” phrase. Read on to find out more.

Given the competition for the home, the buyer’s offer did not include an Inspection Contingency. The agent working with the buyer now tried to schedule an inspection, stating the reason for the inspection as “informational purposes only.” How should the listing broker respond?

ARTICLE TAKEN FROM [WRA MAGAZINE](#) Vol. 37, No. 4, Jan. ‘21
[CLICK HERE](#) TO DOWNLOAD & CONTINUE READING
(pg. 16 ON [WRA MAGAZINE](#))



GIVE BLOOD + SAVE LIVES + WIN PRIZES

BLOOD DRIVE

Rice Lake

Tue. March 9th

10:00 am - 4:00 pm

Blue Hills Masonic Center

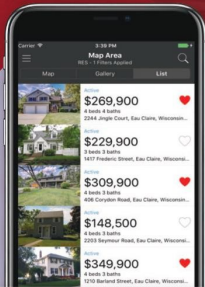
Eau Claire

Wed. March 10th

10:00 am - 4:00 pm

RANWW Conference Room

EARN TICKETS TO BE ENTERED TO WIN PRIZES!



**2 - MLS Agent Dues
for April/May**



**GRAND PRIZE
iPad Mini**



**4 - \$50 Kwik Trip
Gift Cards**

- **3 TICKETS** for donating blood
- **2 TICKETS** for anyone who registers on or before 2/19
- **2 TICKETS** for Power Red Donors

RANWW MEMBERS CAN SIGN UP TODAY!:

<https://www.redcrossblood.org/give.html/drive-results?zipSponsor=RANWW>



SPONSORED BY:





RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc

Updates &

Changes

TOP NWWMLS THINGS TO KNOW

1.)

All active listings must be entered in the MLS within Three (3) business days

2.)

8.0 Clear Cooperation:

Listings must be entered into the MLS within One (1) business day of public advertising.

3.)

PER WI Statute 452.136, properties cannot be advertised until the Start date of the listing contract.

4.)

Agents must obtain written approval from listing Broker to advertise a property on social media. If using professional photos, agent must obtain written approval from photographer for use of photos on social media.

5.)

*Agents **MUST** notate Brokerage and state of licensure clearly on all social media posts.*

6.)

Residential type listings must have an Exterior Elevation photo added as a primary photo within Three (3) business days.

7.)

Vacant land listings must have at least one land photo added within Three (3) business days.

8.)

Change of any status type must be made within Three (3) business days.

9.)

*Request of Withhold forms must be sent back to NWWMLS office within Three (3) business days. All members **MUST** use this form to withhold a listing from the MLS. Broker **MUST** sign the form.*

10.)

Multiple listings cannot be exact duplicates and at the time of sale, one listing is changed to Sold and the second listing is withdrawn.

11.)

Expiration dates cannot be changed without a signed amendment. NWWMLS staff cannot update the listing without a fully signed amendment for verification

12.)

*When adding a NON-MLS List/Sell agent, type in the Agent ID field- 111111111 or in the last name field- NON**

13.)

Be sure you have the correct Area when inputting a listing. For MLS Areas and Definitions,

[CLICK HERE](#)

14.)

All Active type statuses MUST allow showings and offers to be presented; ShowingTime cannot be blocked off

15.)

Comparable listings can be entered into the MLS within 15 business days after closing.

FORMS ALERT: REVISED WB-13 AND WB-15 FORMS MANDATED FOR USE STARTING FEB. 1, 2021

In 2020, the Real Estate Examining Board (REEB) approved revisions for the WB-13 Vacant Land Offer to Purchase and the WB-15 Commercial Offer to Purchase. The optional use date for both revised forms was January 1, 2021.

The mandatory use date for both revised forms is this Monday, February 1.

The WRA offers several resources that outline the revisions made to these forms. It's imperative that you have a full understanding of these revisions so you can manage your contracts as well as practice real estate legally and ethically. See all the WB-13 and WB-15 resources below.



FOR LINK



RANWW

**Northwestern Wisconsin
Multiple Listing Service, Inc**



FAIR HOUSING CORNER



BY DEBBI CONRAD
SENIOR ATTORNEY AND DIRECTOR OF LEGAL AFFAIRS
LEGAL

A Visit to the Mythical Fairhaven

Looking at fair housing through a different lens

Fair housing is much more than a collection of legal jargon and detailed regulations. It is the belief that all people should have the right to choose where they live free from unlawful discrimination. The trusted role of the real estate professional is to treat everyone fairly and equally and listen to the wishes of the buyers. Equal service benefits us all. These are some of the lessons REALTORS® can learn as they journey through Fairhaven, a new fair housing simulation from the National Association of REALTORS® (NAR).

Real estate professionals assist their clients and customers to find the community and neighborhood where they would like to live. The job is not to find them a home where real estate licensees think they should live or will be happiest. That is when agents get themselves into trouble, particularly when they allow biases against consumers of color or buyers in the other groups protected by fair housing law to influence housing services. That is illegal steering when different people are treated differently on the basis of their race or other protected class attribute. And it is not fair and equal treatment.



A DIFFERENT PERSPECTIVE

Perhaps real estate professionals would be more understanding of the essential principles behind fair housing and be able to empathize with different buyers and renters if they stepped into the shoes of the parties and got a glimpse of the world from their vantage point. That is one of the features of Fairhaven.

You enter Fairhaven as a real estate agent. Your challenge is to close four transactions, a mission any red-blooded real estate agent certainly can relate to. But the closing of these transactions does not occur in a traditional sense and it seems to sneak up on you based on the choices you are making along the way. In the role of a real estate agent, you are faced with choices to make to address the fair housing issues arising as you work with different parties. But perhaps more important are the other lessons embedded in your journey through Fairhaven.

TAKE A TRIP TO FAIRHAVEN

You can find the mythical town of Fairhaven online at [fairhaven.realtor](#) and may enter the fair housing simulation with your NAR login or membership (NRDS) number. Once you arrive, you will meet various buyers, sellers and real estate agents and learn about the characteristics of the different neighborhoods and properties available in this fictional community. Fairhaven invites you to open your mind and put on your thinking cap.

REAL ESTATE ROLE

Your journey in Fairhaven begins as a real estate agent. We don't want to give away the details or give any spoilers, so just know you will encounter numerous forks in the road as you work with various parties.

Some choices take you down the path toward discrimination and illustrate the risks and negative outcomes. Sometimes the discrimination is subtle, and sometimes it is overt. Be sure to explore and see what the outcome is for each possible choice as the way to go is not always obvious or easy. In some cases, there does not seem to be a clear choice or a selection that is right or wrong, so it is worthwhile to explore the options and see where the program goes in each instance.

Your experiences in Fairhaven encompass a rich array of transactional moments, personalities and properties. You gain insight into the emotions involved when a buyer is improperly rejected. Your experiences and lessons will run the gamut across various fair housing categories. You will be placed in situations where there are issues of race, accessibility, disability, illegal steering, gender identity, language barriers, reasonable accommodations and a whole host of fair housing problems. You are given a sense of what the choices might be in similar scenarios, can feel a bit of the frustration when there is no clear solution, and see some of these situations from the perspective of the buyer or seller.

Under the "laws" of Fairhaven, certain choices will lead to closed transactions, which is the given goal in the program: close four transactions. Certain choices are rewarded that may

not seem to be what Wisconsin licensees would be likely to do, but take it all with a grain of salt, and remember you are in Fairhaven and not Wisconsin!

There are some instances in which the real estate agents in Fairhaven are more assertive and take on roles a Wisconsin licensee may be more likely to leave to the party's attorney. Either way, the message in these cases is to stand up and make sure the party's fair housing rights are asserted rather than walking away or choosing a passive alternative. Fairhaven buyers and sellers will clearly be more successful in their transactions when fair housing laws are observed, and that would be the case in Wisconsin as well. Inclusive business practices prove to be beneficial for all.

WHAT THE BUYER FEELS

The Fairhaven platform strives to engage your empathy when you are suddenly switched from the role of the real estate agent to a buyer or seller. You suddenly become the client and face discrimination. These real-life scenarios provide a personal sense and appreciation of how discrimination in housing impacts real people.

VIDEO VIBRANCY

Throughout the Fairhaven journey, you are given the opportunity to watch video clips from NAR's video, "A Matter of Place," as well as the Newsday documentary, "Testing the Divide." These are well worth watching as these real-life portrayals are vivid and bring clarity to the impact of fair housing discrimination on real people's lives.

Fairhaven will give you a different appreciation of fair housing issues and the impact of discrimination than you gather from traditional fair housing coursework. The simulations are engaging and force you to think. Your trip to Fairhaven will be rewarding and well worth the excursion.

Debbi Conrad is Senior Attorney and Director of Legal Affairs for the WRA.

“Fair housing is much more than a collection of legal jargon and detailed regulations. It is the belief that all people should have the right to choose where they live free from unlawful discrimination.”

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(pg. 18 & 19 ON [WRA MAGAZINE](#))

AFFILIATE

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REMINDER

WHAT:
AFFILIATES
ROUNDTABLE

WHEN:
THURSDAY

TIME: FEB 11, 2021
10:00 AM CENTRAL TIME

THURSDAY, FEB 11 '21 • 10-11 AM •
VIA ZOOM

11

CLICK ME
FOR THE ZOOM LINK

Meeting ID: 884 1300 3945

Passcode: 215103





BARRON COUNTY REGISTER OF DEEDS

335 E Monroe Avenue
Barron, WI 54812-1546
Phone 715-537-6210 Fax 715-537-6817

The Register of Deeds vs. COVID-19!

To say that we have made some major adjustments to accommodate 2020 would be an understatement!

Since March 23rd, we have had 1 staff person working from home. Currently, we have 2 staff working from home and one of us manning the office, due to the minimal counter customers. With the ability to remote into our recording system from home, the daily documents are accessible to staff. Along with working on the daily documents we have back indexed just under 20,000 older documents, making these docs searchable in our recording system.

Our total number of recorded documents are at a decade high – in 2020 we have recorded 11,835 documents. Compared to 2019 we recorded 8,485 documents and in 2018 we recorded 8,157 documents. 2,912 mortgages and 724 deeds were recorded in 2020.

We have deposited over \$826,330 in transfer fees (\$3 per \$1,000 of the selling price) compared to \$652,773.90 in fees in 2019 and \$612,415.80 in fees in 2018. The real estate market in Barron County is booming!

Another increase for our office is our Vital Record applications. Since January 1st, we have printed 8,882 vital records. We did experience a slight drop in birth applications in the middle of the year due to the fact that the Federal Government extended the R.E.A.L. ID deadline to October 2021 and marriages were down, also due to the pandemic.

Margo
Katterhagen



February 2021

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						

8th - Professional Standards, 9am—12nn
(Ethics Grievance Committee)

9th - Professional Standards, 9am—12nn
(Value of the Ombudsman)

11th - **AM:** Affiliate Roundtable
PM: Appraiser Roundtable

16th - Nominating Committee

March 2021

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			

12th - NWWMLS Board Meeting, 9:30am
6pm: Enchanted Barn Holiday Party

9th - Blood Drive, Rice Lake

10th - Blood Drive, Eau Claire

16th - Nominating Committee meeting

22nd—24th - AE Institute (*virtual*)

April 2021

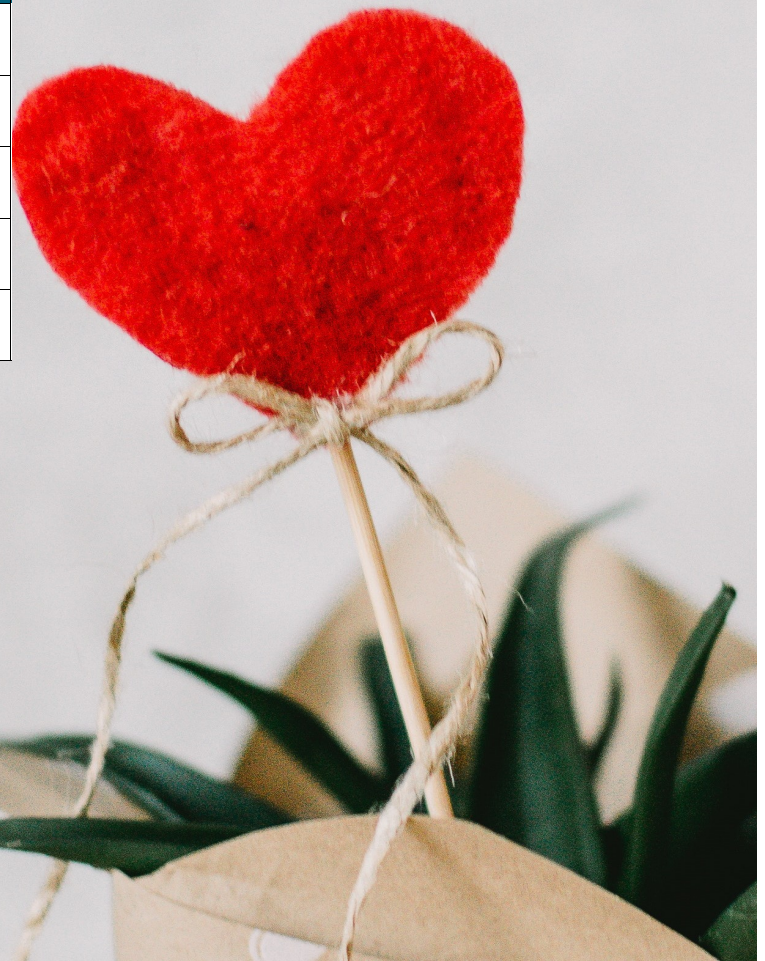
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

1st - Fair Housing Feud

13th - Nominating Committee meeting

14th - [R&G Day](#), *virtual*

28th - WRA BOD meeting



Event to **Watch Out for:**
Fair Housing Feud

Happening on April!

More details on next
month's newsletter!!



RPAC REPORT

Legislative Updates



Podcast Series

Capitol Insights is a new **podcast** offered by the WRA to discuss key advocacy issues that are important to property owners and the real estate industry. Capitol Insights delivers the latest real estate legislative developments so you'll stay up to date on legislative and political issues that affect the industry and your business. This new podcast features WRA staffers and members from around Wisconsin who discuss timely, relevant topics of interest. Simply tune in, listen and learn about the latest real estate-related updates at the state capitol.



MARK THE DATE

RGD 21

Tell your story. Collaborate. Advocate. Protect.

Wisconsin real estate was deemed essential. And your participation in the WRA's annual lobbying event is your chance to keep it that way.

With the all-new virtual format, you can attend and visit lawmakers virtually, all from the comfort of home. Advocating for a brighter tomorrow has never been easier.

04·14·21



FREE REGISTRATION | VIRTUAL | WRA.ORG/RGDAY