



# 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."*

*News*

# UPDATES

## AND CURRENT EVENTS



## RANWW EXPRESS BASEBALL EVENT

Thank you to Everyone who joined in the EC Express Baseball game fun last Monday, June 28th! The rain cleared up almost on cue, and it turned out to be a beautiful night!

More fun Events coming up in September that will focus more on safety:

September IS REALTOR® safety month after all!!

*Details to come!*



# RANWW

Realtors® Association of  
Northwestern Wisconsin

## **RANWW Officers**

**Deb Hanson - President**

715-456-0499

[debhanson1@charter.net](mailto:debhanson1@charter.net)

**Scott Rohde - President– Elect**

715-651-8575

[scott@1111sold.com](mailto:scott@1111sold.com)

**Julie Flor - Treasurer**

715-790-0564

[julie@sixlakesrealty.com](mailto:julie@sixlakesrealty.com)

**Gary Brenizer - Imm. Past  
President**

715-215-0666

[garybrenizer@gmail.com](mailto:garybrenizer@gmail.com)

## **RANWW Directors**

Judy Nichols 715-821-4765

Dan Lawler 715-234-2948

Mary Jo Bove 715-456-2014

John Flor 715-924-4806

Dana DeCambaliza 715-579-8400

Amber Linhart 715-579-8351

Shannyn Pinkert 715-379-3574

Martha DeLong 715-790-5468

John Sobota 715-505-8888

Kristy Sloviak 715-559-8354

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](mailto:luisa@ranww.org)

# CAST YOUR VOTE

.....for one Director on the ballot and the Treasurer Candidate for the **2021-22 RANWW Leadership!**

**Beginning Thursday, July 15, 2021, go to <http://www.ranww.org/> Click on the "**Click Here to Vote**" and enter your NWWMLS username/password.**

You may also use this link: [www.ranww.org/portal](http://www.ranww.org/portal)

**Voting ends on July 25.** Candidate bios are available link: [Click HERE for 2021-22 RANWW Leadership Candidates](#)





# **WELCOME NEW MEMBERS!**

**Alexander Mussfeldt**  
*Coldwell Banker Realty*

**Dylan Fluekiger**  
*Midwest Land Group LLC*

**Erin Roberts**  
*Coldwell Banker Brenizer*

**Jake Tanner**  
*Trillium Commercial Realty*

**Jeffrey Back**  
*NIC/Independence*

**Joshua Davidson**  
*Keller Williams Realty Diversified*

**Lance Ausing**  
*Re/Max 4 Seasons LLC*

**Logan Arthur**  
*McKinney Realty*

**Margaret Mussfeldt**  
*Coldwell Banker Realty*

**Royce Roberts**  
*Coldwell Banker Brenizer*

**Samantha Hamler**  
*Escher Real Estate*

**Sara Haakenson**  
*Re/Max 4 Seasons LLC*



**Dear Valued SentriLock Customer:**

We've been hard at work improving the SentriKey® Real Estate website and app with new functionality for safe, convenient, and secure temporary access!

Effective Monday, June 28, 2021, the ability to provide temporary access to lockboxes that are in a Pending Assignment status is available two ways:

**READ**  
HERE!!!

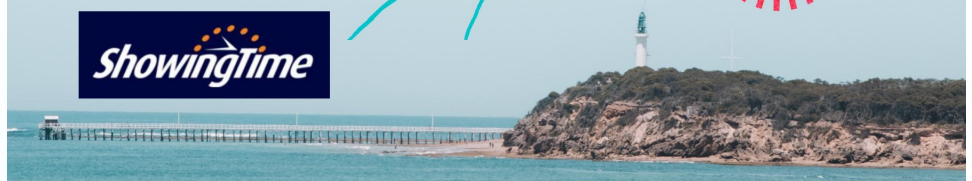
## **3 EFFORTLESS WAYS BUYER'S AGENTS CAN STAND OUT IN A LOW INVENTORY MARKET**



The current state of most housing markets continues to be front-page news for media around the country. It's no exaggeration to say that if you're a real estate professional, regardless of your role, you're being affected by the low inventory, high buyer demand environment that's being experienced throughout much of the U.S. and Canada.

Yet of all the roles involved in the process, that of the buyer's agent is perhaps the one that's experiencing the heaviest burden. With competition from other agents currently at a fever pitch, buyer's agents have their work cut out for them as they try to stand out.

**CONTINUE READING  
HERE**





# RANWW

Realtors® Association of  
Northwestern Wisconsin

# ENERGY-SAVING FAIR

## Decrease energy bills and increase comfort!

We want to help you save money and live more comfortably in your home. That's why we partnered with Focus on Energy® to offer exclusive discounts on energy efficient ENERGYSTAR® products such as LED lightbulbs, efficient showerheads, water aerators and more.

*There is a limit of 2 total \$10 kits and up to 25 additional bulbs per person. Offer valid to REALTORS® Association of Northwestern Wisconsin participants. Wisconsin residents only. Orders over \$25 will receive a FREE gift!*



**BIG SAVINGS**  
Lower your energy bill



**FREE SHIPPING**  
On all orders



**ACT FAST**  
Order by Jul 26th, 2021

We have partnered with FOCUS ON ENERGY® to offer exclusive discounts on energy efficient ENERGYSTAR® products such as LED lightbulbs, efficient showerheads, water aerators and more.



**July 12th - 26th**



### Water Saving Kit **\$10**

- (4) 9w LEDs (60w equivalent)
- (2) 11w LEDs (75w equivalent)
- (2) 16w LEDs (100w equivalent)
- (1) 1.5gpm handheld showerhead
- (2) 0.5gpm bathroom aerators
- (1) 1.0gpm kitchen aerator
- (1) 15 foot roll of pipe wrap
- (1) hot water temperature card



### LED Starter Kit **\$10**

- (1) 5w (40w equivalent) LED desk lamp
- (4) 9w LEDs (60w equivalent)
- (3) 11w LEDs (75w equivalent)
- (3) 16w LEDs (100w equivalent)
- (1) 3-way LED



PAR38 3-pack - **\$10**  
10W usage = 90W output



High Lumen 33w LED - **\$11**  
33W usage = 300W output



Candle 6-pack - **\$5**  
4W usage = 40W output



Globe 6-pack - **\$5**  
4W usage = 40W output



R20 6-pack - **\$5**  
7W usage = 50W output



BR30 6-pack - **\$5**  
8W usage = 65W output



BR40 6-pack - **\$10**  
9.5W usage = 65W output

Product selection is subject to change. Offer good while supplies last.



[techniartpopup.com/focusonenergy\\_ranww](http://techniartpopup.com/focusonenergy_ranww)





**RANWW**

REALTORS® Association of  
Northwestern Wisconsin

# NAR CONFERENCE & EXPO

*Join the largest annual event for the most successful real estate professionals*



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**CLICK HERE FOR THE  
REGISTRATION  
INFORMATION !!**

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**CLICK HERE TO GO TO  
WEBSITE !!**

## **REALTORS® are the Real Deal**

Join NAR November 12-15 at the REALTORS® Conference & Expo, the largest annual event for the most successful real estate professionals. Since 1908, REALTORS® have come together to share and explore key industry insights, advancements, and practical applications across the real estate industry.





# RANWW

Northwestern Wisconsin  
Multiple Listing Service, Inc

# MATRIX TIPS

*the cheat sheet you have all  
been waiting for!!!*



CHECK  
ME  
OUT  
↓

CLICK **ME** FOR THE TOP  
NWWMLS THINGS TO KNOW!!!

WHERE THE SMART JUST KEEPS GETTING SMARTER!

THANK YOU FOR READING! 

NWWMLS will **NOT** be going forward with the **Delayed/Coming Soon Status** at this time. Please be sure to know the **Clear Cooperation policy** to **avoid any fines**. Any property that falls in the **Mandatory Area** is subject to 8.0 Clear Cooperation Policy. **Click HERE** for the Q&A- Clear Cooperation Policy.

We have been working on some great useful updates to Matrix. **Be on the lookout** for some New Construction fields along with a warning message that will be added to the Incomplete status when hitting submit.



# The **Home** Inspector Bill

## Through the Eyes of an Inspector



BY: Ric Thompson

The Wisconsin Association of Home Inspectors, Inc. (WAHI) has a long history of working with the WRA on legislative issues that impact real estate transactions and home inspections – two very entwined industries. To effectively work through the changes brought forth by 2021 Wis. Act 17, commonly referred to as the “Home Inspector Bill,” the WRA and WAHI are partnering to help each other’s members have an understanding from the other group’s point of view.

### New definition of defect

On March 28 this year, a new definition of defect pertaining to home inspections became law. The new definition is as follows:

*A condition of any component of an improvement that a home inspector determines, on the basis of the home inspector’s judgement on the day of the inspection, would significantly impair the health or safety of occupants of a property or that, if not repaired, removed or replaced, would significantly shorten or adversely affect the normal life of the component of the improvement.*

The new definition above differs from the definition in the WB-11 Residential Offer to Purchase form. The definition in the offer references “a significant adverse effect on the value of the property.” What that distinction means is that some conditions found may not be a defect according to the inspector’s definition but may meet that of the offer’s definition....

An old roof is a potentially good example of the discrepancy between the home inspector definition of defect and the offer’s definition of defect. For example, an inspector may find that a roof, while not leaking at the time of the inspection, is old and is nearing “the end of its useful life,” and the home inspector may note such in the report. However, because the condition of the roof may not apply to the home inspector definition of defect, the home inspector does not label the roof as a defect. However, the condition of the roof could meet the definition of defect in the offer to purchase if the roof, at the end of its useful life, significantly affects the value to the property, allowing the client to discuss the roof with their REALTOR® as an item for negotiation in an amendment or possibly objecting to it in a Notice of Defects under the Inspection Contingency.



## 10 STEPS TO 6-FIGURES IN REAL ESTATE



“Simply put, the ultimate secret to a 6-figure income is to **serve and love others.**”  
- JOSH HARLEY -

**Article WRITTEN by:**  
**Josh Harley**

As the CEO of a national, full-service real estate brokerage, I have the pleasure of meeting with hundreds of agents each year on a one-on-one basis. The one question that comes up every single time is, “How do I grow my business?”

Regardless of whether these agents close to 5 homes or 50 homes per year, they always ask the same question.

LOG IN TO  
YOUR INMAN  
ACCOUNT AND  
READ HERE!

**CLICK HERE**

*To continue reading!!*



# PUMP UP THE VOLUME.



**Ready to rock? C2EX can help you take it to the next level.**

**Amp up your career at [C2EX.realtor](https://www.c2ex.realtor)**



## TEAM UP AGAINST HUNGER

June 14-20, 2021

When school is out, meals get missed

**\$1 DONATES 9 meals**

Visit [wra.org/WRF/TeamUp](https://wra.org/WRF/TeamUp)



WISCONSIN REALTORS®  
FOUNDATION INC.



# OPENING LOCKBOX WITHOUT INTERNET



## How to access a lockbox (BLE and Non – BLE) WITHOUT data/Wi-Fi:

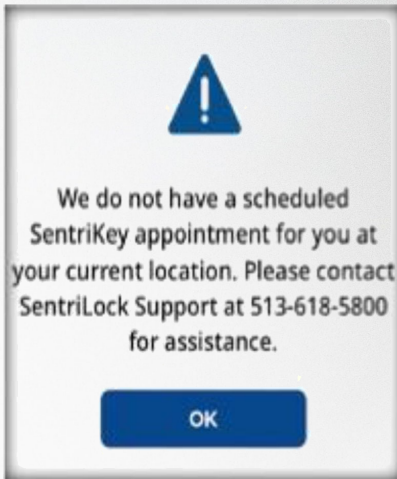
### Bluetooth Boxes:

- 1) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 2) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 3) Open the SKRE app and hit ENT on the lockbox. The connection between the lockbox and phone *only* uses BLE. This means that your phone does not need data to open the lockbox. Therefore, even without internet, the box will still open!
- 4) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.

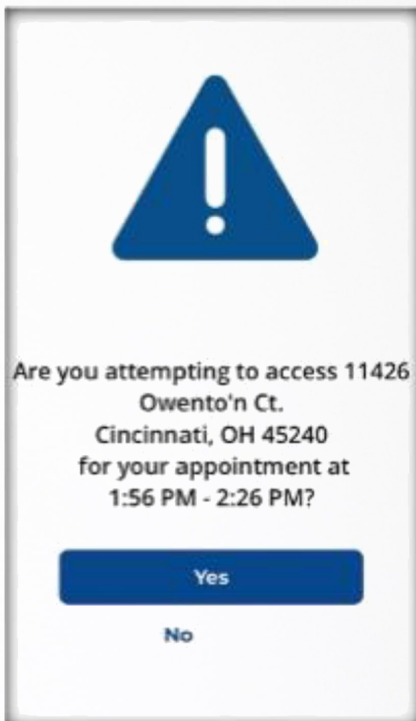
### Non – Bluetooth Boxes:

- 1) Agents should schedule an appointment for the property, prior to going.
  - a. To schedule an appointment within the SKRE APP: If an agent would like to show a property that is NOT theirs, they would need to request that the listing agent schedules an appoint within the SKRE app, or if it is their own listing, they can schedule their appointment on the SKRE website or app.
  - b. To schedule an appointment in Showing Time: Schedule your appointment via Showing Time as you normally would. This appointment will populate in your SKRE App “My Schedule” 30 minutes prior to the start of your appointment.
- 2) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 3) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 4) Reopen the app. Without cellular data, the app will check “My Schedule” for any appointments that have been scheduled for that day and offers a mobile access code to access the key compartment. (I have included images below that you would see when trying to connect to lockbox without an appointment and with an appointment.)
- 5) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.

MAC W/ NO APPOINTMENT



MAC W/ APPOINTMENT



CLICK [HERE](#) FOR THE LINK!!





July 14, 2021



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

STAY  
SAFE

# Safety **Webinars**

REALTOR® Safety Discussion Series: An *Open* Conversation About Mental Wellness

July 14, 2021 –  
1 p.m. to 2 p.m. CT



## Upcoming Webinar:

REALTOR® Safety Discussion Series: *An Open Conversation About Mental Wellness*

Don't miss this session in the REALTOR® Safety discussions series to hear stories from fellow REALTORS®, and participate in an open conversation about mental wellness while dealing with the gritty reality of the industry.

**CLICK HERE** for REALTOR® Safety Program Resources





# RANWW

Foundation

As REALTORS®, we help people realize their dream of owning their own home and raising their family in a safe and well-maintained neighborhood. We are dedicated to the betterment of our communities. As part of that dedication, we established a Foundation in 2004. Our non-profit Foundation, which is funded completely through the contributions of our members, provides grants to our neighbors in need. The Foundation works with social service agencies and clergy members to identify grant recipients; we do not accept applications directly from the public.



*Grants* have been used for a variety of updates and installations including: Roof repairs, electrical upgrades, window replacements, garage door installation, plumbing updates, handicap access installation, well and septic updates, bathroom repairs, replacing hazardous steps, renovations to accommodate wheelchairs and replacing dangerous flooring.

CLICK [HERE](#) TO LEARN MORE ABOUT THE FOUNDATION!!





## July 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 to 26th** - Focus on Energy pop-up event

**15th to 25th** - online voting

**20th to 22nd** - Corelogic User Groups

**26th** - Elections Committee Meeting/conference call

## August 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** - New Member Orientation

**16th, 18th** - AE Education Seminar

**23rd, 24th** - WRA Leadership Summit, Chicago

**27th** - NWWMLS BOD Meeting, 9:30AM

**DOUBT**





# RPAC REPORT

## *Legislative Updates*

### **Legislative Alert: NAR Works to Protect 1031 Like-kind Exchange Law**



Last month, the National Association of REALTORS® (NAR) and a coalition of real estate and other interested partners sent a letter to Congress that highlighted the importance of maintaining the 1031 like-kind exchange tax law. In part, the letter read as follows: “Since 1921, the tax code has recognized that it is appropriate to defer capital gain when real property used in a trade or business, or held for investment, is exchanged for another property of a like-kind. The American Families Plan proposes to limit the deferral of gains greater than \$500,000.00. Seeking to raise revenue or modify the distribution of the tax burden by putting a cap on like-kind exchanges would be counterproductive to the administration’s own goals.”

The modifications proposed in the American Families Plan would:

- \* Eliminate an engine of job creation.
- \* Reduce revenues for state and local governments.
- \* Create new headwinds for the economic recovery.
- \* Remove a ladder of opportunity for small businesses and minority-owned businesses.
- \* Reduce the supply of affordable housing.
- \* Undercut the environmental conservation of land and resources.

#### STATUS

NAR staff and members are working hard to maintain the current law for 1031 exchanges. Watch for more information about this and other proposed tax law changes from NAR and the WRA.





## Real Estate Reads

For real estate prosperity

Looking for a competitive edge so you can navigate the current seller's market? The WRA's publication library offers several inspiring and enlightening publications to give you the tools and knowledge you need to succeed. Add these books to your "must read" list so you can enhance your business!

### Give and Take: Why Helping Others Drives Our Success

Author Adam Grant examines the forces that shape why some rise to the top while others sink to the bottom in *Give and Take*. This book opens an approach to work, interactions and productivity that is nothing short of revolutionary. Learn more and purchase your copy: [www.wra.org/June21-GiveAndTake](http://www.wra.org/June21-GiveAndTake)

### The Book of YES

Discover the most powerful scripts in the industry today. Author Kevin Ward, founder of YESMasters Real Estate Success Training, created his own scripts because he hated being told "no." As the result, *The Book of YES* includes 27 scripts that help you handle any situation, conversation and objection that might come your way. Learn more and purchase your copy: [www.wra.org/June21-BookOfYes](http://www.wra.org/June21-BookOfYes)

### How to Be a Power Connector: The 5+50+100 Rule

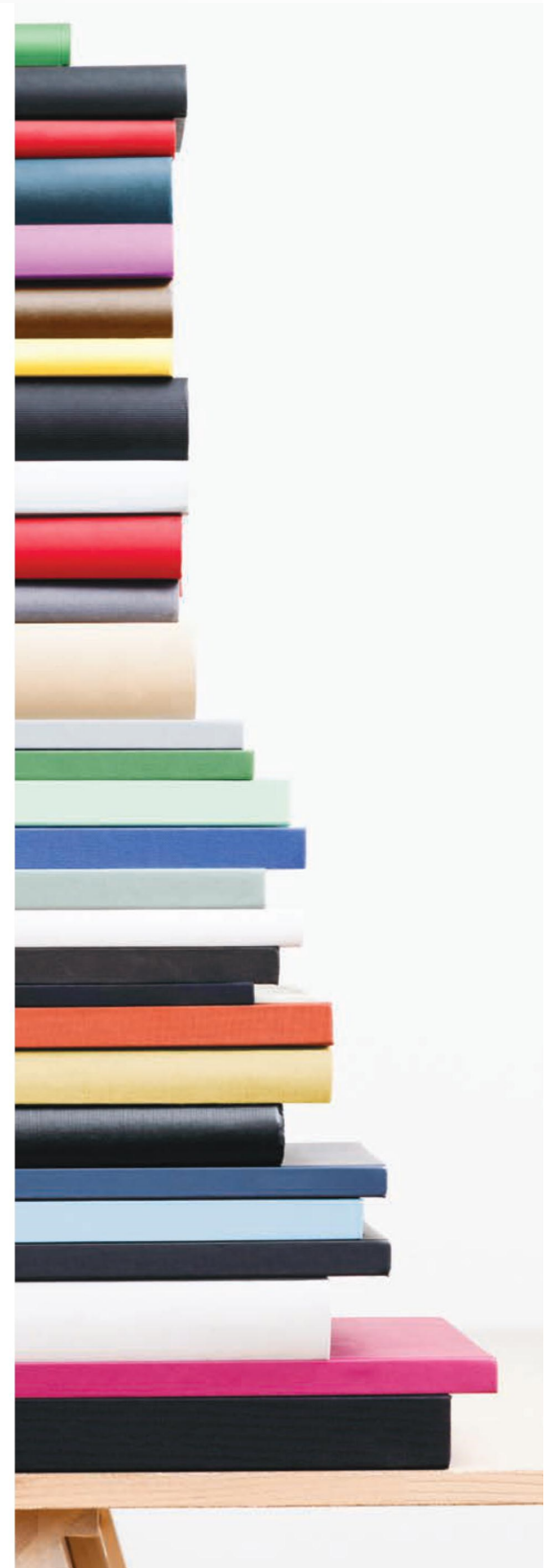
Author Judy Robinett's research demonstrates that social groups begin to break up when they exceed 150 people, and a group of 50 members is optimal for group communication. In *How to Be a Power Connector*, you'll discover how the "5+50+100" communication method can work wonders for your career. Learn more and purchase your copy: [www.wra.org/June21-PowerConnector](http://www.wra.org/June21-PowerConnector)

## Broker in a Box: Your Brokerage Needs, All Boxed Up

Thinking about starting a new brokerage firm or expanding an existing brokerage firm? Full of valuable products, the Broker in a Box is a consolidation of valuable products designed to assist a broker in opening an office. Most of these products are also available for individual purchase. The WRA's Broker in a Box offers all the office essentials you need to get up and running.

- Broker Desk Reference
- Office Policy Manual
- Wisconsin Real Estate Clause Manual
- Wisconsin Real Estate Law Manual
- Selected Wisconsin Statutes and Administrative Rules
- Real Estate Trust Accounts in Wisconsin
- Trust Account Journal
- Trust Account Ledger

Get your box today: [WWW.WRA.ORG/JUNE21-BROKERBOX](http://WWW.WRA.ORG/JUNE21-BROKERBOX)



CLICK [HERE](#) TO DOWNLOAD  
WRA MAGAZINE





# RANWW Golf Outing!

Thursday, September 9, 2021 at Wild Ridge Golf Course

- Golf** Golf will be a 4 person scramble. Golfers may choose their own 4 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Registration will begin at 11:30 a.m. Shotgun start will be at 12:00 p.m. Please arrive early for check-in!!
- Lunch** Please make sure to **eat before you come**; Lunch WILL NOT be provided
- 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. on Thursday, August 26<sup>th</sup>, 2021.
- Cancellations** **All cancellations must be received on or before September 2<sup>nd</sup> for a refund, minus a \$15 surcharge.**

## 2021 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), cart, games and dinner - \$60.00 per person (**\$50.00 for first timers!**)

Dinner, games and networking only - \$30.00 per person (**\$20.00 for first timers!**)

Send all reservations **WITH PAYMENT** to: RANWW, 3460 Mall Dr. Suite 5A Eau Claire, WI 54701

*Thank you! AND see you ALL!!!*

CLICK [HERE](#) FOR THE EDITABLE PDF!!!

CLICK [HERE](#) FOR THE **GOLF SPONSORSHIP FORM!!!**