



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

November, 2021



NOTHING ELSE IN ALL
LIFE IS SUCH A MAKER
OF JOY AND CHEER AS
THE PRIVILEGE OF
DOING GOOD.

-James Russell Miller-



*Register **HERE**:*

1. Chippewa Sign up LINK:

[CLICK HERE!](#)

2. Eau Claire Sign up LINK:

[CLICK HERE!](#)

3. Rice Lake Sign up LINK:

[CLICK HERE!](#)

****Spooner Area - sign up
coming soon!****



FRIDAY,
December 3rd, 2021

..is REALTOR® Ring Day! Across the country, REALTORS® will be volunteering to ring the bell and raise money for the Salvation Army.

This is a great way for REALTORS® across the nation to come together in support of a cause near and dear to our hearts: HOUSING.

*A Chance to
Give Back:*

**REALTOR
RING DAY**

PICK YOUR LOCATION
to register





RANWW

Realtors® Association of
Northwestern Wisconsin

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President**
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Judy Nichols	715-821-4765
Martin Tauger	715-770-9181
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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

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WELCOME NEW MEMBERS:

Charlotte Bennis

Bahnub Realty

Fiona Dettinger

*Keller Williams Realty
Diversified*

Jenni Bernal

*Keller Williams Realty
Diversified*

Jerry Kramer

*Northern Waters Inspections
and Testing*

John Lahti

eXp Realty

Kevin Killam

RE/MAX Equity

Kimberly Pierce

*Keller Williams Realty
Diversified*

Tawny Dayton

Real Estate Solutions

Terry Ault

RE/MAX Equity



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The last week you can pay the amount shown on your RANWW membership dues statement is fast approaching! Payment of REALTOR® dues must be made or postmarked **no later than November 30** in order to avoid a **\$25.00 fee increase**.

All REALTOR® dues payments made December 1 and AFTER **MUST ADD \$25.00** to the total amount shown on the statement.

Keep in mind that the closing of the Eau Claire postal station has added to delivery time, and factor in the Thanksgiving holiday.

**Yearly
Dues**

PAY EARLY to avoid
added fees!

If you have questions OR need
a duplicate statement:

please contact **JANE** at 715-835-0923
or email her at jane@ranww.org

Forms Update by Jennifer Lindsley



The Real Estate Examining Board (REEB) and the Real Estate Contractual Forms Advisory Council have been hard at work improving the WB forms that you use in your transactions. As many of you know, the WB offers were polished up within the last couple of years, and after working through the residential, condominium and other offers, the council finally made it to the end of the offer to purchase “line” by updating the WB-16 Offer to Purchase — Business With Real Estate and the WB-17 Offer to Purchase — Business Without Real Estate. In addition, the council made some improvements to the WB-46 Multiple Counter-Proposal and the WB-25 Bill of Sale...

[Continue reading HERE...](#)

GIVE BLOOD + SAVE LIVES + WIN PRIZES

BLOOD DRIVE

Hayward

Thurs. October 28th
10:00 am - 4:00 pm

Flat Creek Lodge

Early Registration Ends
September 30th

Rice Lake

Mon. November 29th
10:00 am - 4:00 pm

Blue Hills Masonic Center

Early Registration Ends
October 31st

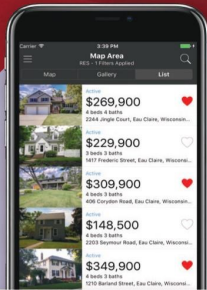
Eau Claire

Tue. November 30th
10:00 am - 4:00 pm

RANWW Office

Early Registration Ends
October 31st

EARN TICKETS TO BE ENTERED TO WIN PRIZES!



**2 - MLS Agent Dues
for Nov/Dec**



**APPLE AIRPODS
2 Winners**



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

- **3 TICKETS** for donating blood
- **2 TICKETS** for early registration
- **2 TICKETS** for Power Red Donors

RANWW MEMBERS CAN SIGN UP TODAY!:

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



HAYWARD SIGN UP LINK:

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



WHAT'S WRONG WITH THAT TREE?

Tips for identifying common issues and calling in the experts

- Andrea Diss-Torrance and Patricia Lindquist -

Healthy, mature trees increase the value of a property and provide many benefits to the homeowner. But if they're not properly maintained, tree health can decline and removal may be necessary, which can be expensive. By learning to identify some of the most common health and structural issues of mature trees and knowing when and how to involve a certified arborist, you can help your sellers earn top dollar and your buyers benefit from their new investment.

Data from the International Society of Arboriculture as well as the U.S. Forest Service shows that a home with mature, handsome trees sells faster and for a higher price than a similar property without trees. And according to University of Washington researcher Kathleen Wolf, Ph. D., wooded lots sell for more than those in a divided-up field. Most buyers instinctively like trees, for good reason. Trees in residential areas provide a wealth of benefits to the homeowner:

- Trees improve residents' health. Asthma, obesity, anxiety and depression rates are lower in well-treed neighborhoods, according to research published by the International Journal of Environmental Research and Public Health (IJERPH).

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magazine



FAIR HOUSING COACH.®

TRAINS YOUR STAFF TO AVOID COSTLY DISCRIMINATION COMPLAINTS

▶ LET'S BEGIN

Screen everything you post online—whether on Craigslist, Facebook, Instagram, or your website—for fair housing compliance.

How to Avoid Discrimination Claims When Advertising Online

In this lesson, we're going to review the fair housing rules as they apply to advertising your community, most of which is probably done online now. Although communities still run print ads in newspapers and apartment guides and on billboards, a large part of their marketing effort is devoted to promoting the property on: (1) websites that list rental vacancies, like Craigslist; (2) social media sites that show ads to their users and allow properties to create their own homepages, like Facebook; and (3) their own community's website. Whether you're creating ads and posting them on, say, Craigslist, updating your community's website, posting community photos on Instagram, or responding to posts on Facebook, all these activities are considered advertising—and must comply with the advertising rules in the Fair Housing Act (FHA).

It's important to remember that the rules for advertising online are the same as the rules for advertising in print. The ban on discriminatory advertising applies to all advertising media, including newspapers, magazines, television, radio, and the Internet, according to HUD.

As far as content is concerned, that means that you must watch the words and images you use in online advertising to make sure that they meet the same standards as those used in print media. You could face liability if your online ads reflect an unlawful preference for or against potential residents based on a characteristic protected under federal, state, or local fair housing law.

**Continue
reading
HERE**



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Updates

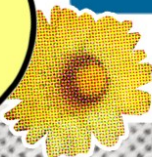
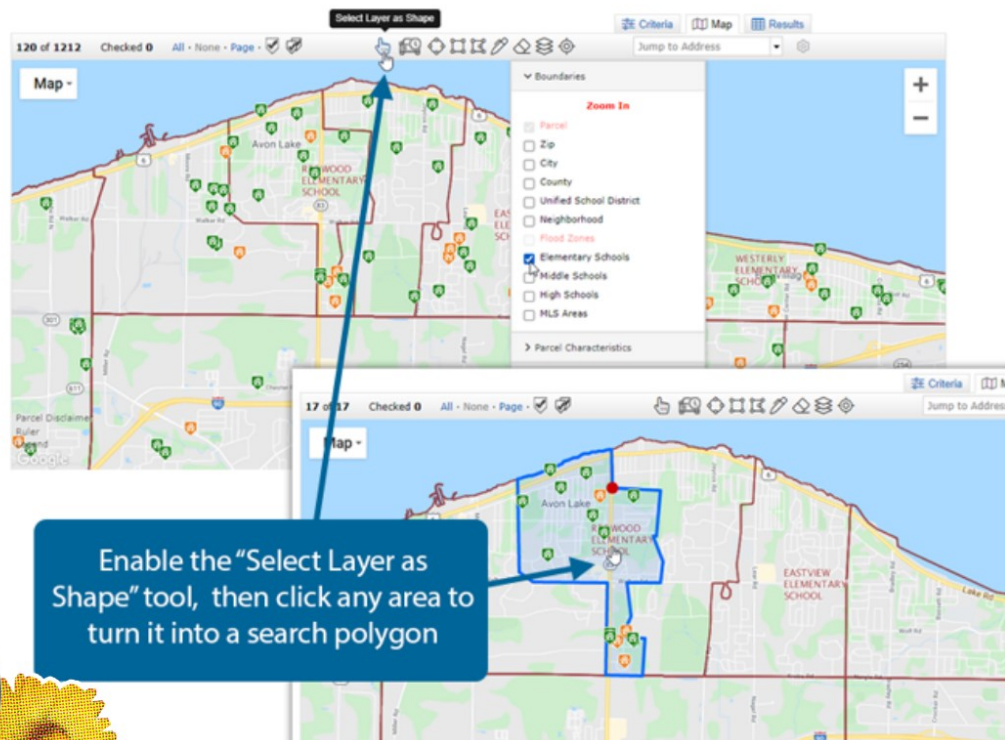
New Matrix upgrades coming in November:

Map Layers as Map Search Polygons [New in 10.7]

When any of the standard Boundary layers – County, City, Zip Code, Neighborhood, the various school districts – is shown on the search map a new “selection” tool becomes available in the map toolbar. After clicking this tool to enable it, the user can click inside any area of that layer to select it and turn it into a polygon search shape.

If multiple Boundary layers are shown on the map, clicking with the selection tool will prompt the user to choose which one they wish to add as a search shape

NOTE: Requires configuration. Currently unavailable in Canada.





RANWW

Foundation

We just wanted to share these pictures of our new windows which were purchased with grant money from RANWW. We can't thank you enough for the grant money for this project. It has made such a difference in the appearance of our home as well the energy efficiency. We would not have been able to do this without your help! Our kitties also love the new windows as we can now open them wide and they can sit and look outside and smell the fresh air up close. Thank you again for everything!!



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



November 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				

10th to 12th - [NAR REALTORS® Conference & Expo 2021](#)

25th to 26th - THANKSGIVING
(RANWW|NWWMLS Office Closed)

29th - *Blood Drive* - [Blue Hills Masonic: Rice Lake](#)

30th - *Blood Drive* - [RANWW Conference Room: Eau Claire](#)

December 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	

3rd - REALTOR® Ringggg Day 

24th - Christmas Eve (RANWW|NWWMLS Office Closed)

31st - New Year's Eve (RANWW|NWWMLS Office Closed)





Top Legal News

Updated Forms Mandatory for Use October 1, 2021

Five newly revised forms are coming your way!

The WB-16 Offer to Purchase – Business With Real Estate and the WB-17 Offer to Purchase – Business Without Real Estate were updated to reorganize the sequence of provisions to echo the transactional flow in the other WB offers to purchase and to incorporate the standard provisions used in the other offers such as Earnest Money and the Inspection Contingency. The terminology in the WB-16 was recalibrated to use the terms Real Estate, Other Assets of the Business and Assets, avoiding the term Property as it is confusing in the business offer context. In both forms, references assuming the inclusion of accounts receivable were removed, and the provisions for Allocation of Purchase Price, Sales and Use Tax, and the Appraisal Contingency were updated and improved.

The WB-25 Bill of Sale was modified so that it is effective only upon the successful closing of the buyer's purchase of the seller's real estate, and an entity signature block was added to the form.

The WB-46 Multiple Counter-Proposal was updated to streamline the language and add a place at the end where the seller can reject or counter a buyer-approved multiple counter-proposal.

All of these forms received final REEB approval on September 13, 2021, and have an optional use date of September 1, 2021, and a mandatory use date of October 1, 2021. These WB forms are available on the DSPS website [online here](#) and will be in zipForm and in the WRA PDF forms library (for forms library subscribers only) during the upcoming days.

B



The Best of the Legal Hotline: Trees and Transactions

- Tracy Rucka -

Do you know how trees affect your transactions?

RECR encroachments

The seller is listing a property for sale. Without consulting the neighbor, the seller planted pine trees near the lot line between the sale property and the neighbor's property. As the trees matured, the trunks and branches are encroaching on the neighbor's property. Where in the real estate condition report can the seller disclose this? If the seller does not disclose, does the listing agent then disclose it to potential buyers?

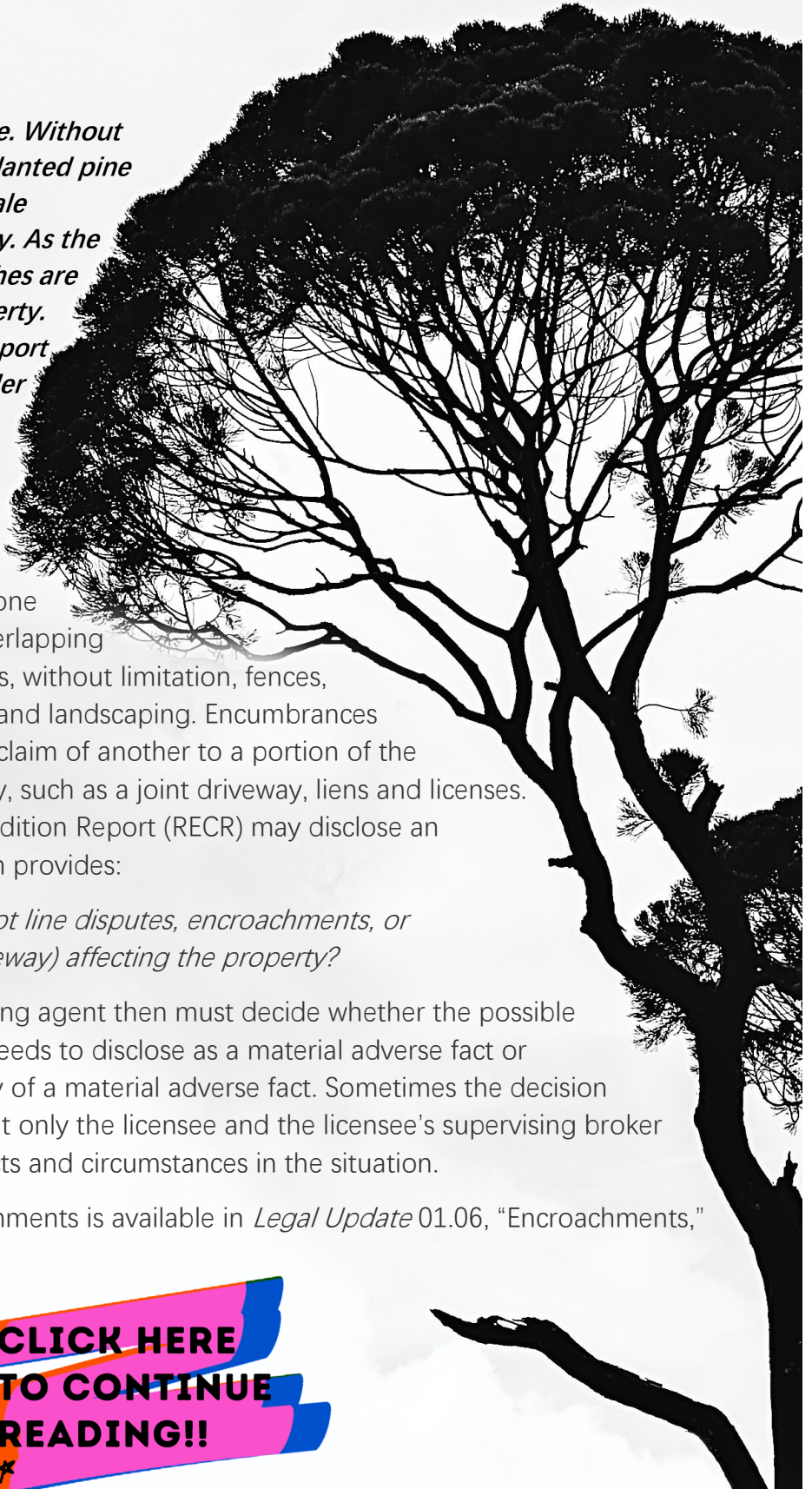
Encroachments often involve some type of physical object belonging to one person but partially located on or overlapping on land belonging to another, such as, without limitation, fences, houses, garages, driveways, gardens and landscaping. Encumbrances include, without limitation, a right or claim of another to a portion of the property or to the use of the property, such as a joint driveway, liens and licenses. A seller completing a Real Estate Condition Report (RECR) may disclose an encroachment in question F.14, which provides:

F.14. Are you aware of boundary or lot line disputes, encroachments, or encumbrances (including a joint driveway) affecting the property?

If the seller does not disclose, the listing agent then must decide whether the possible encroachment is a fact the licensee needs to disclose as a material adverse fact or information suggesting the possibility of a material adverse fact. Sometimes the decision whether to disclose is a judgment that only the licensee and the licensee's supervising broker can make after considering all the facts and circumstances in the situation.

More information related to encroachments is available in *Legal Update* 01.06, "Encroachments," at www.wra.org/LU0106.

**CLICK HERE
TO CONTINUE
*READING!!**



WRA Wisconsin REALTORS Association

RGD
22

REALTOR® & GOVERNMENT DAY

**COLLABORATE.
ADVOCATE.
PROTECT.**

MARK THE DATE

FEBRUARY 9, 2022 | MADISON CONCOURSE HOTEL
OFFICIAL DETAILS COMING FALL 2021

VISIT WRA.ORG/RGD/