



REALTORS® Report

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November 2008

REALTORS® Association of
Northwestern Wisconsin
1903 Keith Street Suite #3
Eau Claire, WI 54701
(715) 835-0923 office
(888) 221-0112 tollfree
(866) 414-7387 techhelpline

Membership Meeting In Menomonie Announced

You are invited to the fall membership meeting at Stout Ale House, 1501 Broadway Street North in Menomonie on Thursday, November 13th beginning promptly at noon. For those of you who may not know Menomonie that well, the Stout Ale House is located just off Highways 12 and 29, behind McDonald's on the city's north side in what used to be the Thunderbird Mall.

Inside this issue:

TAX ID Numbers & Property History on MLS	2
REALTOR® Foundation Success Story	2
Membership Notes	2
New members, live forum	3
Christmas party news	4-5
Turkey Drive Underway	6
NAR Housing Stimulus	7

While this is a business meeting, the real business is the annual turkey drive. Last year, your Association was able to feed over **1200 families** in northwestern Wisconsin and the need is even greater this year. Once again, we are asking you to be REALTORS®, making a difference in your communities and exceed last year's tally. Details are inside.

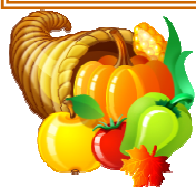
Mark the date: **Thursday, November 13th at Stout Ale House in Menomonie**. Please plan to arrive by 11:30am to have your contributions logged in and get seated. A country buffet will be available at a cost of \$11.00. Exact cash or a check payable to RANWW will help speed up the check-in process. Our program will feature Tom Johnson from Wipfli, who will share information about the Tax Credit and how you can help your buyers take advantage of it. To register for the meeting, complete the form below or register online at ranww.org by using the calendar. We're looking forward to seeing all of you there!!

Have You Taken Advantage of The Tech Helpline? Call 866-414-7387 and try it!! It's just one of your membership benefits."

Please register me for the Nov. 13 meeting at noon at Stout Ale House. I understand this registration is my commitment to pay even if I'm unable to attend.

Name _____ Phone _____

Fax to 835-4621 by Nov. 7



The Association/MLS Office will be closed Nov. 27-28

Happy Thanksgiving

Tax ID Numbers & Property History in the MLS

Anyone accessing property history in MLXchange knows that for some properties, the history report encompasses a number of properties (and pages) MLS-wide. This happens because in MLXchange, the property history is linked to the **Tax ID** field. In previous systems, the history was linked to the address. The problem arises when the Tax ID field says "tbd", "0000", "o", "x", etc. When a user attempts to access the listing's history, the database works hard to find *all* listings that contain the same data ("TBD", "0000", "o", "x", etc.) For

example, ML#352969's Tax ID field says o. Click on history and the results include a variety of price ranges and MLS areas—all listings that contain o in the TAX ID field.

Linking to the TAX ID field is a plus!!!. Agents have access to *all the MLS numbers* the property has been listed under, giving an accurate picture of the property's activities. The MLS Committee understands the complexity of Tax ID numbers in the MLS. Does one enter the 1) Parcel #, 2) the PIN #, 3) the NEW PIN #, or 4) the Computer #? In an attempt to improve

property histories moving forward, the Committee has determined that **when a property is awaiting the assignment of a new TAX ID number, members MUST enter the property's ORIGINAL TAX ID NUMBER, followed by the letter P (indicating a new TAX ID number is "pending")**. This policy is effective immediately.

Another change to take close note of is on an **exterior photo of the improved property must be submitted**. This policy will commence on December 1st.

REALTORS® Making A Difference: Foundation Success Story

The RANWW Foundation, funded by your investment in the communities we serve, received this letter from Washburn County on the impact that you have:

"I am writing to you to express my gratitude for the assistance you extended to "Patricia". Words cannot express how thankful I am that such a grant exists for people in

need. "Patricia" is just thrilled with the ramp and her workers are grateful, too, as they were having a very hard time getting "Patricia" and her oxygen tank safely in and out of the door. The money you pro-

vided for this person has ultimately made her life a great deal safer and enhanced her independence. Thank you so much for considering "Patricia" as one of the candidates for receipt of this grant."

"The money you provided for this person has ultimately made her life a great deal safer and enhanced her independence."

Please consider a voluntary, tax deductible investment of \$35 to the RANWW Foundation today so we can continue to make stories like this possible.

Membership Notes.



Congratulations to Cheree Tiry on obtaining the Accredited Buyer Representative (ABR®) designation.

The ABR designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners who meet the specified educational and practical experience criteria.



We'd like to recognize Mike Randall for his generous gift toward the Bloomer pool fund. Mike's action demonstrates that as

Realtors® we do more than list and sell real estate—we want our communities to be better places in which to live. He's showing we truly are

Realtors® Making a Difference



Sympathy is extended to the family and friends of Don Engum who passed away Oct. 13. Don served on the MLS

committee several years and also as an association director. His service to the Association was recognized with the Board Service Award. Don is survived by his wife, three sons and grandchildren.

Welcome New RANWW Members!!!

RANWW would like to welcome the following new members to our Association. In accordance with the bylaws, written comment, which shall be kept confidential, is invited:

- **Bob Marek**, United Bank in Eau Claire
- **Erin Pankratz**, Chippewa Valley Newspapers, Chippewa Falls
- **Jacob Spies**, Johnson Bank, Menomonie
- **David Bergh**, Edina Realty, Spooner
- **Dale Bistram**, ERA Parkside, Siren
- **Carol Gurnoe**, Coldwell Banker Ross Realty, Winter
- **Kevin Johnson**, Donnellan Real Estate, Eau Claire
- **James Kaiser**, McKinney Realty, Cable
- **John Koos**, Boncler Realty, Inc. Hayward
- **Marianne Rigby**, Edina Realty, Spooner
- **Jay Workman**, Pinetree Realty, Ladysmith

An orientation on Dec. 4 is scheduled for these Realtor® applicants and others who have not satisfied this membership. Welcome New Members!!!!



Brokers, Owners and Managers! This program is designed specifically for you! Management Conference 2008—Country Spring Inn, Pewaukee

December 11, 2008

This management conference is a great opportunity for brokers and owners to enhance their leadership skills through workshops featuring top presenters in the real estate industry.

Keynote speaker topics and workshops include:

- Peering through the clouds—what can you expect for the real estate market in Wisconsin?
- An overview of real estate brokerage today and what changes are needed for success
- Recruiting in a tough period
- Maximizing online leads
- Practical uses of media in your business

For more information or to register, contact WRA at wra.org

Reminder From Wisconsin Department of Regs & Licensing

In addition to your mandatory Code of Ethics training that must be completed by December 31st, there is another deadline that must be on your business radar.

The Department of Regulation and Licensing reminds you to **renew your license no later than December 14th!!** This means that your CE must also be completed by that date. Brokers: it is **your responsibility to ensure that your salespeople have met this requirement!!!**

RANWW MEMBERS:

YOUR DUES FOR THE AMOUNT SHOWN ON YOUR STATEMENT, LESS VOLUNTARY CONTRIBUTIONS, ARE DUE BY NOV. 30!!



Jerry Bauer of JB Systems will be moderating a live forum on November 14 from 10 to noon. Topics that may be covered include: ****Email questions (troubleshooting and spam protection)**** ****Tips on search engine performance for your website**** ****General internet related questions**** ****How to brand/market your website to potential customers.** To take advantage of having your questions answered by a knowledgeable professional, login to the Members Only forum on the Association's website, ranww.org. Your user name and password are the same as you use to access MLS.



REALTORS® Association
of Northwestern Wisconsin
Invites You To ..



Party at the Pines!

Friday, December 12

29 Pines Conference Center

Junction of Highway 29 and County Road T Northwest of Eau Claire

Social hour: 5:30, Dinner buffet: 6:30

It's Casual Friday!!

This year's Christmas party promises to offer something for everyone, so reserve the date now and plan to come as you are! There will be great food, fun entertainment, and, of course, lots of good company—all at an affordable price! It's an evening planned to help get you in the Christmas spirit without any stress—just come as you are - after all, it's casual Friday!

More details will follow, but please reserve the date now and plan to join us for a Party at the Pines!

**Join us for a Holiday*
Celebration!!!*

Northern Waters Holiday Party
Friday, December 5

Days Inn Conference Center Rice Lake
Social Hour at 5:30 Buffet Dinner at 6:30
Entertainment and cash prizes to follow

Cost: \$20 a person or \$35 a couple

Please RSVP no later than

Tuesday, December 2

Send payment and this form to:

Julie Flor

Mortgages Unlimited

11 E Eau Claire St, Rice Lake, WI 54868

Make checks payable to RANWW

For hotel reservations call 715-234-4444 just
mention the party for discounted room rates.

**Tired of the grind at work?
Tired of dealing with the
kids? Or how about just
plain bored out of your skull!!
Then you need a micro-
vacation!... Hypnotist K.C.
Braun will bring you on a
most incredible journey by
blending the fine art of live
music with the most magical
experience of Hypnosis!
Have you ever wondered
what it would be like to be a
rock and roll star? Or hitch-
ing a ride on an alien space
craft? Mastering travel of
both time and space is but a
small sample of what you
will experience on your micro-
vacation. This trip is not
just for the members on
stage, audience members too
can experience this memora-
ble and mind bending excur-
sion! And just when you
think the experience is over,
... KC throws in a couple of
surprises!**

**So come on over for the ex-
perience of a lifetime, you
will never view reality in the
same way again!**



Number Attending: _____

Names of Attendees:



Annual Turkey Drive is Here Again!



WE CAN MAKE A DIFFERENCE

Due to the market changes this year with economic instability, you know that many families are facing tough times. That is why this years annual food drive is so important. Last year our Association helped to feed over 1200 families in northwestern Wisconsin and the need will be even greater this year. The Public Relations Committee is challenging you beat last years totals and help feed more families. Please fill out the coupon below with your contribution to the Association or contribute directly to a food pantry of your choice and send in a receipt for the contribution to the Association. The receipts will be added to the total collected at the meeting.

Realtors® "John Kleven Traveling Turkey Trophy Award"

I am contributing _____ turkeys to the annual Realtors® Association of Northwestern Wisconsin food drive

Member's Signature

Complete this form and bring in to the membership meeting on Thursday, November 13th at Stout Ale House, 1501 Broadway St N, Menomonie **OR** attach a receipt for a contribution to a local food pantry to this coupon. Please include your check, payable to The Salvation Army, for \$10 for each turkey donated or mail this coupon and check to RANWW, 1903 Keith Street, Eau Claire 54701

Affiliates "TOP CAN AWARD"

I am contributing \$_____ in non-perishable food items to the annual Realtors® Association of Northwestern Wisconsin food drive!

Complete this form and bring it to the membership meeting on Thursday, November 13th at Stout Ale House, 1501 Broadway St N, Menomonie **OR** contribute to a local food pantry and attach the receipt for that contribution to this coupon.

The coveted traveling Turkey Trophy will be awarded to the broker contributing the most turkeys per agent based off a \$10 per turkey ratio. Affiliates are encouraged to donate to the food drive (or write a check to The Salvation Army or a local food pantry) to claim the "Top Can" award by contributing the most money per affiliate. The calculation of money per agent is to recognize contributions to local pantries throughout the RANWW jurisdiction and not just the Salvation Army. Please be generous.



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Suite #3
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Phone: 715-835-0923
Fax: 715-835-4621
Tech Helpline: 866-414-7387
E-mail: bruce@ranww.org or
al@alarnold.us

The indispensable resource for real
estate in northwestern Wisconsin

www.ranww.org

REALTORS® ASSOCIATION
OF
NORTHWESTERN WISCONSIN



There are a lot of "firsts" when
you buy your first home.

From the Beltway: NAR Urges Congress To Consider Stimulus

NAR has presented a four point stimulus plan to Congress for consideration either after the election or in the early days of the 111th Congress. The current economic crisis is, at its core, the result of problems in the nation's housing and mortgage markets. This circumstance, along with the fact that housing has always lifted the economy out of downturns, makes it imperative that efforts be taken immediately to foster a housing recovery, so that a recovery of the overall economy can occur.

NAR's plan includes features such as consumer-driven provisions that eliminate repayment of the first-time homebuyers tax credit and expands it to all homebuyers, makes higher mortgage loan limits permanent, focuses the economic stabilization efforts once again on the housing and mortgage markets as opposed to providing banks with capital with no strings attached and prohibits banks from entering into real estate.

NAR strongly believes that inclusion of these priorities in a stimulus package is imperative to move our nation out of this economic crisis:

—Remove the requirement in the current law that first-time homebuyers repay the \$7500 tax credit, and expand the tax credit to apply not only to first-time buyers but also to all buyers of a primary residence. This will help address inventory issues in many markets.

—Revise the FHA, Fannie Mae and Freddie Mac loan limit increases to reflect the higher temporary level enacted in February. Although subsequent legislation made loan limit increases permanent, the permanent loan limits were reduced from the February levels. This has broad implication for homebuyers in high cost areas.

—Urge the government to use a portion of the allotted \$700 billion that was provided to purchase mortgage-backed securities

from banks to provide price stabilization for housing. The Treasury department should be required to use the many enacted Troubled Assets Relief Program to push banks to extend credit down to Main Street, making credit more available to consumers and small businesses, expedite the process for short sales, and expedite the resolution of banks' real estate owned (REOs) properties, and make permanent the prohibition against banks entering real estate brokerage and management, further protecting consumers and the economy.

NAR has presented this plan to Congress and will continue to strongly pursue a special session of Congress to enact this vital housing stimulus legislation package after the national election.

—from "Eye On The Hill" by Jerry Giovaniello, Chief Lobbyist & Senior Vice President of NAR Government Affairs.