



REALTORS® Report

April, 2011



Fair Housing On the Right Track

Fair Housing Declaration

- Provide equal professional service without regard to race, color, religion, sex, handicap or disability, familial or family status, national origin, sexual orientation, marital status, lawful source of income, age, ancestry, and any other class protected in my community.
- Keep informed about fair housing law and practices.
- Develop, implement and document fair housing policies and practices for my firm which demonstrate commitment to provide equal professional service to all.
- Develop and use advertising that is free from discriminatory preferences, limitations and exclusions, and that reflects my fair housing policies and practices.
- Inform my clients and customers about their rights and responsibilities under fair housing law by providing brochures of other written information.
- Refuse to tolerate non-compliance with fair housing law.

Included: Excluded:	
Basement: Partially Finished, Walkout, Full Driveway: Concrete Fireplace: Fuel Source: Natural Gas New Const: Outbuilding: Sewers: City Sewer Water: City-Water Exterior: Brick, Cedar	Cooling: Central Electric: Circuit Breaker Foundation: Poured Heating: Forced Air Occupancy: At Closing Patio/Deck: Deck-Wood, Patio-Concrete Showing: Lockbox-Electric, Sign-on Property, Use Book a Showing Water Heater: Natural Gas Zoning: Residential
Directions: West Clairemont to South on Stein. East (left) on Westover Rd to North (left) on Westover Ct. Condo on Right.	
Remarks: Private cul-de-sac in nicely tree'd development close to shopping, clinic and hospital. Walk-out basement with finished family room and third bedroom with 2x5 window only needs sheetrock. Full bath stubbed out. In ground sprinkler. Snow and lawn care provided by association. Roof in 2009, water heater 2005 per owner. New kitchen floor. Private deck area with many mature trees. Laundry hookups in lower but good space for 1st floor laundry.	
Legal: Lot 2 Unit D Westover Court Condominium	
Apx Unfin AG: Apx Unfin BG: 1,178 Apx Unfin SFT:	Condition Report: Yes Access Feat Rpt: Yes Seller Financing: No Seller Fin Remarks:
0 of 410 selected	

As part of our commitment to fair housing, several years ago the MLS created the "Accessibility Features Report" field, which is searchable. WRA recently revised the form and included it in Zip-forms. When the report, completed by the sellers, is uploaded as an attachment, (like the property condition report) the field should be marked "yes"; if no report is available, the field should be "no". Please use this field correctly to help agents identify a property that may be wheelchair or walker friendly (i.e. ramps, wide doorways, halls, etc) or have other features making it more accessible.

REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN
 1903 Keith Street, Eau Claire, WI 54701 ♦(715) 835-0923 ♦(888) 221-0112
The Voice for Real Estate in Northwestern Wisconsin



Past Presidents appreciation photos. Marty Tauger paid verbal tribute to our honored guests when the video presentation he prepared was not able to play.



We've posted his humorous look at our history on our YouTube channel on our website. Take a look at it!



Where's my daughter when I need help?



Is guest speaker, WRA VP Mike Theo full of smiles because he's not in Madison?

MEMBERSHIP NEWS.

. **In accordance with our bylaws**, notice is hereby given that the following people have applied for Realtor® membership; written comment, which shall be kept confidential, is invited.

<i>Mark Carlson</i>	CB Johnson & Johnson	<i>Andrew Sykora</i>	Woods & Water/CF
<i>Jessica Cramlet</i>	Edina Realty, Siren	<i>Susan Torza</i>	Bemis Realty
<i>Jacqueline Hanson</i>	Northern Investment		
<i>Cindy Hong</i>	Right Choice Realty	Welcome to our new affiliate members.	
<i>Sharon Lee</i>	Kleven Real Estate	<i>Rand Bates</i>	Quality Water Testing
<i>Donald Marine</i>	Edina Realty, CV	<i>Erick Lehman</i>	AgStar Financial
<i>Kristen Tomczak</i>	Woods & Water/CF	<i>Kathy Kadlec</i>	AgStar Home Mortgage Svcs

. The Association received this note from **Tom Berlage** after the 2011 financing update presentation: *"Thank you so much for yesterday's webinar; I found it very informative. Afterwards I called one of my buyers and suggested he look into an FHA loan because he is interested in purchasing a duplex or maybe even a quad-plex. He appreciated my call. Thanks for the new arrows in my quiver!"*

Tom's note doesn't disclose his office is in Hayward—he was able to get the information without travel—a huge benefit considering the price of gas and the terrible weather we've had in March! The program was presented by **Chris Wolff, Sandy Robarge** and **Piper Doyle Beuthling**—so a great big thank you to all of them for helping us provide this valuable membership benefit!

. Hats off to **Marty Tauger** for helping us recognize our past presidents and reflect on our history at our March 17 meeting. Due to technical difficulties, he was unable to play his presentation on the laptop, but he came through with flying colors by verbally honoring all their achievements. Thanks, ~~Martin~~ Marty!



COMMITTEE REPORTS.....

EDUCATION. . . . Brian Dunham, Chairman
"The Client's attorney will see you now....8 HUGE errors agents make - here's how to avoid them!" is the title of the first part of the April 13 Wednesday Wisdom program. **Paul Canfield** will present a 30 minute overview of some common errors agents make on the offer to purchase and suggest ways to reduce liability. The program will offer best practices, not legal advice, but may help you avoid mistakes ending up with a call from an attorney! Next, **Ben Rivard** and **Brian Dunham** will team up with a potpourri of issues ranging from common MLS data entry errors to touching on the Data Co-op and RPR. . . maybe even electronic signatures! In a poll, members indicated they wanted classes on the tools of the trade. . . we listened and complied! Plan to take advantage of this practical, informative program on **April 13 from 9 to 10.** . . . watch for an email with the link to LiveMeetings and then learn in the convenience of your home or office. . . Our next Wednesday Wisdom class (May 11) will be presented by **Jenny Ebert** and will feature tips on how buyers may be able to repair their credit reports.

PUBLIC RELATIONS. . . Tina Bann, Chairman
 Be listening for radio commercials with three different themes: the intrinsic value of home ownership, truth about down payment and financing requirements and the RANWW Foundation. They'll play on stations throughout northwestern Wisconsin through the end of September. These commercials are in addition to those sponsored by the National Association of Realtors®.



James Imhoff, Jr., Chairman/CEO of First Weber Group and past WRA President, will be the guest speaker at the **April 20** broker/sales managers meetings. Jim will discuss the market. . . what it will take to be successful in the next five years. . . consumer expectations and technology updates. In addition to Jim's presentation, brokers will have an opportunity to discuss local issues of mutual concern. This is a great opportunity to visit with one of the most pro-

MLS. . . . Brett Moravitz, Chairman
 Committee actions at the March 4 meeting:

- ◆ Tabled implementing an agent rating program until members attending the midyear meetings get more information.
- ◆ Denied request from Leader Telegram for access to MLS data pending receipt of a third party vendor contract, including offered compensation.
- ◆ Adopted a policy that financing information may not be uploaded to the MLS as a picture (may be uploaded as an attachment)
- ◆ Authorize up to \$500 for programming to allow attachments (at member's discretion) to be included in emails.
- ◆ Requested staff to arrange presentations in July or early fall of both Supra and SentiLock systems.
- ◆ Approved additions to Section 1.2N and 6.3 of the Rules and Regulations. Additional language reads: ***"Sellers may expressly direct that photos of their property not appear in the MLS. Such written direction must be signed by the seller and be available to the MLS. No fines for missing photos will be charged if the seller has directed, in writing, that photographs of their property not appear in the MLS."***

NOMINATIONS. . . . Dave FitzGerald, Chairman
 The committee will be meeting April 21 to begin preparing a slate of candidates for officer and director positions. If you'd like to be considered or nominate someone, contact Dave at 834-1501 or at fitzgerald@klevenrealtors.com

gressive brokers in Wisconsin plus learn from each other, so make your reservation now!

<p>I will attend the April 20 broker/sales manager meeting at:</p> <p>_____ RANWW office 9:30—11:30</p> <p>_____ Johnson Bank, 2019 Cenex Dr., Rice Lake, 2—4</p> <p>Name _____</p> <p><i>Fax this form to 835-4621, email Joan@ranww.org, or register online on the calendar at ranww.org</i></p>
--

RANWW FOUNDATION. . . Realtors® Making a Difference



Our Foundation brochure reads “Making a Difference in our communities, our neighborhoods and in the lives of those in need”. One of the grants funded earlier this year clearly made a difference in the life of someone in need. The applicant was a woman who had 90% of her right hand cut off at her job at a saw mill. That accident alone was tragic, but because her employer had not followed employment regulations, she was ineligible for disability payments. A grant was awarded and used to repair roof leaks and to help with an addition to her home. Cleaning takes more effort when the dominant hand is severely disabled and living space is small, so the addition to her small home was needed. Fully funding the grant took about eight months because the applicant operated a small traveling food booth during the summer months—despite her handicap—and could not oversee the home repairs. She continues to work with vocational rehabilitation to explore additional employment options with her existing disability.

When the work was completed, we received this note from the applicant. *“I am so grateful for your assistance with my roof project. I am relieved to literally have a solid roof over my head now! Thank You.”*

Did you know. . . .

There are over 4000 political action committees registered nationwide? Of those over 4000 political action committees, only one lists as one of its purposes “To protect the right of the American Dream of home ownership and related private property rights.”

What political action committee would that be? RPAC, of course.

Investments in RPAC are investments in your career.



Have you visited *Home of your Dream* Facebook page? Your customers and clients will find great information and helpful tips on that page! Looking for useful information for your own Facebook page or blog? Check out the Realtor® Content Resource site. You might even win an iPad or a \$150 Visa gift card! Visit them at <http://members.houselogic.com/start/>

April Calendar of Events..

- ◆ . . . 5 Election Day—**Get out and vote!!!**
- ◆ . . . 13 Wednesday Wisdom 9 to 10—“The client’s attorney will see you now”
- ◆ . . . 15 Foundation BOD, 9 AM, Rice Lake
- ◆ . . . 19 Education Committee, noon
- ◆ . . . 20 Brokers meeting—10 at RANWW office, 2 PM at Johnson Bank, RL
- ◆ . . . 21 Nominating Committee conference call—2 PM
- ◆ . . . 22 Good Friday—RANWW/MLS office closes at noon
- ◆ . . . 27 Realtor® & Government Day & **Administrative Professionals Day**
- ◆ . . . 29 Fair Housing Conference, Crowne Plaza, Madison

Spring

