



RANWW

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

UPDATES

News and Current Events

"We are the trusted voice in real estate, united in providing value to the members and communities we serve."

July 2018

YOUR VOTE COUNTS

RANWW Safety Course

Coming September 19th from 9am-11am at River Prairie Center is Blue-U Defense presenting [Surviving an Incident of Violence](#)

Please write your **MLS invoice # on your check when submitting payment.**
Thank you!

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It is that time of year again when we ask the RANWW membership to exercise their right to vote by electing the 2018-2019 RANWW Leadership team! The slate of candidates is excellent, with each potential candidate bringing their own skill set to the table. RANWW is regarded as one of the top associations within the state of Wisconsin. This strength is a direct result of past and present leadership that has been elected by **YOU** the RANWW membership!

Each member has a voice in what goes on within our Association, and voting is the avenue for that voice to be heard! I am asking each of you to educate yourselves on each potential candidate and then cast your vote for the candidate that best fits the RANWW vision and mission for its members.



You can participate by logging onto **www.ranww.org** anytime between July 15th - July 25th and cast your vote for ONE (1) treasurer candidate and THREE (3) director candidates. Each elected director will serve a three (3) year term.

Once logged onto the secure portion of the RANWW website, the access code for voting will be the same as your Matrix login. Results will be made available to the membership no earlier than July 26th and no later than July 30th.

Please Wire Me Your Money!

Protecting brokers and clients from wire transfer scams

In December 2015, the National Association of REALTORS® (NAR) sent out an urgent alert warning that criminals were hacking into the email accounts of real estate agents or other persons involved in transactions and using the information gained from the hack to dupe parties into fraudulent wire transfers. And we probably thought to ourselves that this scam was absolutely terrible, but we were relieved that it was not happening to those in our marketplace. Unfortunately, that is not the case. The FBI has reported three attempts to defraud Wisconsin title companies, brokers and their transaction parties during the past couple of months. This scam is right in our backyard — not just somewhere else. [Click here for more information](#)



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

Dan Lawler - **President**

715-234-2948

Dan@DanLawler.com

Stacey McKinney - **President -
Elect**

715-580-0126

stacey@mckinneyrealty.net

Gary Brenizer - **Treasurer**

715-215-0666

gary@brenizer.com

Marty Tauger - **Imm Past Presi-
dent**

715-770-9181

taugers@gmail.com

RANWW Directors

Krag Blomberg 715-579-0684

Mary Jo Bowe 715-456-2014

Paul Canfield 715-828-0819

John Flor 715-924-4806

Julie Flor 715-790-0564

Deborah Hanson 715-456-0499

Judy Nichols 715-821-4765

Shannyn Pinkert 715-379-3574

Scott Rohde 715-651-8575

John Sobota 715-505-8888

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 **Brenda Barnhardt** at:*

brenda@ranww.org

A Message from RANWW Treasurer

Greetings!

few reminders as we move into the summer season; online voting will begin on July 15th and will remain open until the 25th of July. The online voting system can be accessed by going to www.ranww.org and clicking on the voting banner at the top of the page; please login using your Matrix ID and password. Please cast one vote for the treasurer's position and one vote for a director's position; it's your vote and your voice and we WANT to hear it! Just as we want to hear your voice we also would love to see you and learn more about you! How you say? **VOLUNTEERING!** We are currently in the process of putting together committees, task forces and recruiting potential leaders for next year and WE WANT YOU! We are a member driven association and without our member involvement we can't continue doing what we do. Never volunteered; Not a problem, Volunteered in the past but haven't been involved for a while; Not a problem, been involved forever and want to stay involved; Not a problem!

Give us a call, send us an e-mail, text or facebook message and let us know you're willing and able!

Enjoy the summer everyone!

Gary – RANWW Treasurer



Forms Update: Recent legislation has required changes to a number of forms created by WRA.

Real Estate Condition Report (RECR), the Vacant Land Disclosure Report (VLDR)

Recent legislation modified the RECR, the VLDR. The new forms are required to be used effective July 1, 2018.

Seller Refusal/Statement Regarding the Condition Report (SRR)

Real Estate Condition Report – Farm (Farm RECR)

Executive Summary

Separate legislation also effective July 1, 2018 made modifications to the Condominium Executive Summary. The revised Executive Summary includes new legislatively required items: the date of preparation, whether the association has a first right of purchase, any transfer fee, any disclosure material fee and any payoff statement fee.

For more information about the changes, here are some links for the WRA's forms related articles:

[Main magazine](#)

[RECR article](#)

[VLDR article](#)

[Hotline article \(covers RECR\)](#)

Welcome New Members!

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

Ryan Freitag

Cenutry21 Affiliated

Kevin Kelly

Keller Williams Integrity

Karl Knutson

C21 Affiliated



**Cyber Task Force
FBI Site**

[Click here](#)

**Scams and Safety
FBI Site**

[Click here](#)

**Federal Trade Commission
Site**

[Click here](#)

FTC Complaint Assistant

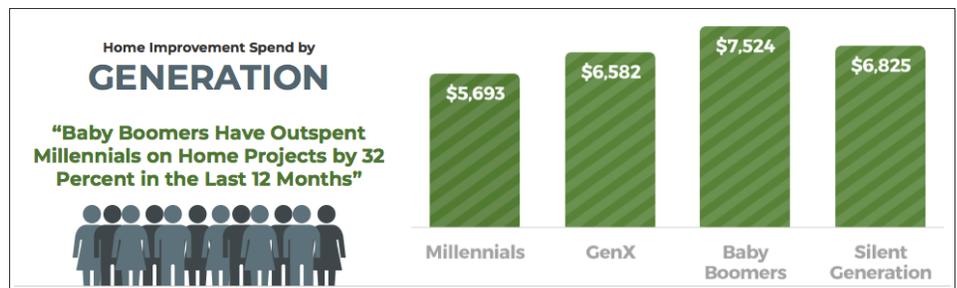
[Click here](#)

Millennials Are the 'Renovation Generation'

Daily Real Estate News | Wednesday, June 13, 2018

Millennials aren't turned off by home improvement projects. They are more likely than any other generation to remodel any part of their home, according to a HomeAdvisor's 2018 True Cost Survey. Millennials are twice as likely as baby boomers to complete bathroom and kitchen remodeling projects. They are also more likely to build a deck or porch and paint a home's exterior than other generations too.

Millennials, those born between 1980 and 1994, have completed the most home projects in the past 12 months—more than baby boomers, Generation X, or the silent generation, according to the study. However, baby boomers tend to outspend all generations in home improvement projects.



Nevertheless, "the millennial generation is becoming increasingly important" in the home improvement industry, notes Brad Hunter, HomeAdvisor's chief economist. "Most millennials have had to compromise on the size and condition of their starter homes—with many purchasing older homes in need of repair just to be able to afford homeownership. Many of the millennials who did buy a home in the last few years are seeking to upgrade. But a lack of housing inventory, coupled with inflated home prices and rising mortgage rates, has them renovating their existing homes instead of selling and moving. Luckily, many have built up the equity to afford the cost of some improvements."

More than half of the millennials surveyed say they want to move to a home with more space or to upgrade to a nicer home. But a lack of homes for sale is keeping them stuck in place.

As such, they've got big plans for their current home: 82 percent of millennials surveyed—the highest compared to other generations surveyed—say they plan to spend as much as they did in the last 12 months on home improvement projects next year. More than half of millennials say they expect to spend more than they did last year.

"With rapidly rising home values spurring sudden equity, young homeowners are making improvements to beautify and personalize their spaces," according to the report.

Source: "True Cost Report," HomeAdvisor (June 2018)

Congratulations!

Congratulations to **Stacey McKinney, ABR, CRS, CRB, GRI, RSPS, Broker and Co-Owner of McKinney Realty, LLC** on her succession to the **2018-2019 RANWW President!**



Stacey has been a REALTOR® since 1994. She practiced in the Chippewa Falls area for Century 21-CV for 5 years and then opened her own firm Traditions, LLC. In 2002, she met her husband, Scott McKinney. She sold Traditions and moved to Cable in 2004. “I have a unique perspective as a board member; I have worked in two very different markets within our association. I feel this experience will serve our members well.” Stacey’s goal is to improve professionalism through education over the next year.



Congratulations to **Gary Brenizer, ABR, CRB, GRI** and managing broker of **Coldwell Banker Brenizer of Eau Claire**, on his election by acclamation to **2018-2019 RANWW President Elect!**

Gary is currently on the MLS Board and has been the last 3 years. He has served and chaired on numerous committees which include Professional Standards, Technology Committees and has served on the Board of Directors.

Get to know the Treasurer Candidates....



Shannyn Pinkert
Property Shoppe Realty

Shannyn calls the Chippewa Valley home. She earned her Wisconsin real estate salesperson license in 2009 and a Wisconsin Broker license in 2013. Shannyn owns Property Shoppe Realty with her business partner, Andraya Albrecht. She is very active in the community serving on several boards and committees, including the Board of Directors for RANWW & RANWW Foundation, Advisory Council for the Women’s Business Center/Western Dairyland, teaches Junior Achievement & chairs the Parent Advisory Council for the Eau Claire Area School District. Shannyn is married to her husband, Scott, and they have two children, Kaedon and Shaylie. When not keeping up with her kids’ crazy schedules, Shannyn enjoys traveling, spending time outdoors (boating, fishing, camping, etc.), and spending time with her family. She also enjoys reading, Netflix bingeing, interior decorating, and shopping.



Deb Hanson
Century 21 Affiliated

Deb Hanson, ABR,CRS,GRI, is Team Leader of Century 21 Affiliated. Deb has been actively involved in our local board since starting her real estate career in 2003. She enjoys giving back and being able to serve our members. The real estate community is faced with challenges and being part of a strong board is essential to all of our members. Deb has served and chaired several committees including the Education Committee, Realtor® Safety Committee, Strategic Planning Committee, Christmas Party Committee, New Agent Liaison, and currently teaches Professional Courtesies and Networking for new members. She is also a member of the Chippewa Valley Housing Task Force, working with other area leaders to develop an affordable housing plan for the Chippewa Valley.

Deb believes integrity is the key to fostering relationships within her professional and personal communities and education is vital for success in our constantly changing real estate landscape. Deb appreciates your consideration for the RANWW Treasurer position and welcomes the opportunity to serve her fellow REALTORS®.

Get to know the Director Candidates....

“I came into Real Estate in 2006 as a REALTOR® with Coldwell Banker Brenizer in Chippewa Falls and recently obtained my Broker’s License. I love to share my knowledge and do so by training our new agents in our office as well as hold several Technology meetings throughout the year. It truly makes me happy seeing others succeed in this industry. My family and I are lifelong residents of the Chippewa Valley and we take great pride in the Chippewa Falls community. I love to give back by volunteering. I’ve enjoyed being a Girl Scout Leader for my daughter’s troop for the past 6 years. I am a member and actress of the Wayward Players at the Heyde Center for the Arts since 2014. I’ve recently been leading a Grief Group to help support those during times of loss and love to participate in charitable races when I can. I look forward to working for you on the Board.”



Amber Linhart
Coldwell Banker
Brenizer



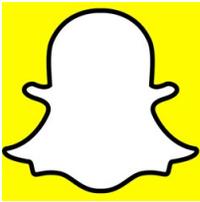
Dana Decambaliza
Century 21 Affiliated

I started my real estate career 6 years ago after selling my Transportation Business. I wanted to help people achieve their dreams of owning their own home and investing in their future. I have lived in northern Wisconsin for over 30 years and have always considered Wisconsin my home. I am married with 4 children and 5 step-children. I am your basic northern Wisconsin boy. I love hunting with my dog Rock, fishing, camping, gardening and smoking meat. I am also very involved in the Men’s Ministry at my church. I believe that if you “do the right thing” the reward will follow. I enjoy the camaraderie of my team members each day. We try to help each other and our clients/customers in a manner that is moral and ethical.



E

R



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Keep up with the next generation.

[Learn More](#)

CONTINUING EDUCATION REQUIREMENT: All licensees **MUST** complete six courses approved by the Department of Safety and Professional Services before **December 14, 2018.** Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

RPR Training

July 18th - Holiday Inn Express in Rice Lake

July 19th - RANWW Office - 3460 Mall Dr. Eau Claire

RPR is a CMA platform with several customizable reports you can utilize daily. There is also a mobile app so you can access it anywhere at any time. RPR has been updated since it first started to be sure to pull the most accurate data. [Click here to sign up.](#)

Contact Tricia with any questions! tricia@ranww.org

**Live CE is Scheduled for October 16th, 17th & 24th, 2018
Turtleback Golf & Conference Center, Rice Lake**

Robert Sayas will be covering CE 1, CE 2, CE 3, CE 4 and Elective's C & D. For more information please contact Kim at Kim@ranww.org or [click here to register.](#)



September 17-18, 2018 | Kalahari Resort | Wisconsin Dells

Save the date for the WRA's showcase event of the year! The WRA Annual Convention is back in Wisconsin Dells on September 17-18, 2018. During two jam-packed days, hundreds of REALTORS® will gather together from all corners of the state for classes, networking and fun! With the "It's Time to Shine" theme for the convention, you'll learn how to put your best foot forward and shine in your market. You'll leave the convention with good vibes so you'll be ready to take the lead and boogie your way to success.

We will be offering the Two-Fer program again.

A WRA member registers for a full convention pass and receives a promotional code that can be sent to another WRA member who has never been to the WRA Annual Convention or has not attended in the past 5 years. This person is able to register for a lower fee. Example: Early registration (if you register by 8/16), the fee would be \$125 and the Two-Fer would be \$62. Registrations can be made online at: <http://www.wra.org/convention>.

****FREE DRAWING****

****WRA is awarding a complimentary registration fee to the Association! If you'd like to be entered for the drawing for a FREE registration, contact Jane at the Association office by Aug. 24!****

SOLD SIGNS

Can a broker put up a sold sign before the closing? As a listing broker, the broker has done this before when all contingencies were removed from the offer to purchase and the seller gave permission. Is it okay?

If the information on the sign suggests to the public that the property is sold, the practice is arguably misleading advertising in violation of both state license law and the Code of Ethics. Wis Admin. Code requires that advertising not be false, deceptive or misleading. Article 12 of the Code of Ethics requires REALTORS® to be careful to present a true picture in their advertising and representation to the public. Before the closing, it is more appropriate to use a sign or sign riders that say "contract pending," "accepted offer" or other language that is more reflective of the actual status of a transaction awaiting closing.



ShowingTime



4 Ways Real Estate Agents Can Get New Business

There are many ways real estate agents can go about getting new business. From paid leads to earned leads, the process of capturing them can be as creative or as simple as you'd like.

Rather than dive into paid leads - which can come from channels such as traditional or social media advertising - we're instead going to focus on four ways real estate agents can grow their business organically, without paying for third-party leads.

[Continue Reading](#)

2018/2019 Eau Claire Area School Boundary Changes

Below are the links to see the new 2018/2019 Eau Claire Area School District boundary changes.

[Click here](#) for District /Interactive Boundary Map

[Click here](#) for Boundary Change

Updates & Changes

In the June, 2018 Newsletter, Emeritus, Ray Van Guilder was noted as having served as President of the Northern Waters Board. The Northern Waters Board merged with the Chippewa Valley Board to form RANWW in 2002. Ray served as President of the Realtors® Association of Northwestern Wisconsin in 2004-05. Additionally - he was awarded Realtor® of the year 3 times - in 1994, 2001 & 2005. Our apologies Ray, and again, THANK YOU FOR YOUR SERVICE!!



RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc

July 2018

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				

4th - RANWW Office Closed for Holiday

13th - NWWMLS BOD Meeting

15th-25th - Online Voting

18th - [RPR Training-Rice Lake](#)

19th - [RPR Training-Eau Claire](#)

26th - RANWW BOD Meeting

August 2018

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	

16th - New Member Orientation

21st - RPAC Phone A Friend

23rd - RANWW Golf Outing

September 2018

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						

3rd - RANWW Office Closed for Holiday

5th - RANWW Foundation Meeting

12th - Installation Banquet at River Prairie Center

14th - NWWMLS BOD Meeting in Rice Lake

17th & 18th - WRA Convention

24th - RANWW BOD Meeting

October 2018

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			

1st & 2nd - CRS: Effective Buyer Sales Strategies
(2 day)

16th - [CE at Turtleback in Rice Lake/ Course 1 & 2](#)

17th - [CE at Turtleback in Rice Lake/Course 3 & 4](#)

24th - [CE at Turtleback in Rice Lake/ Elec C & D](#)



NATIONAL
ASSOCIATION of
REALTORS®

READY
SET
BOSTON!

>>>>>>> REALTORS' CONFERENCE & EXPO
NOVEMBER 2-5, 2018





LARGE DONOR COUNCIL

Thank You for investing in RPAC!

2018 Large Donor Council Investors

Bob Ritsch

Marty Tauger

Christine Reichert

Mary Rufledt

Cora Frank

Mike Brenizer

Dan Lawler

Paul Canfield

Jeff Theisen

Pete Wiese

Joe Germain

Ronna Beck

Karen Pavlicek

Shelley Watkins

Krag Blomberg

If you would like to become a Large Donor Council investor, please contact Bruce King at 715-828-1976 or bruce@ranww.org

Affiliate Member Minute

I am going to give you the inside track on something our company has uncovered during our close to 20 years in business... home inspections are very “light” on inspecting the two most expensive items in your home –heating and air conditioning systems (referred to as “HVAC”).

We review thousands upon thousands of home inspections per year. Almost every one has a disclaimer that indicates that the inspector is not a licensed heating and cooling contractor and does not have the proper equipment to evaluate the internal components of the system. The more thorough inspectors run a minimum of tests such as a carbon monoxide test (heating) and test temperature differentials (cooling), but they are not equipped to see if an air conditioner is leaking, has adequate refrigerant levels, or has a restriction in the refrigerant lines. They are not able to see if there is a crack in the heat exchanger or if the burner elements are properly functioning. Often, the inspector will just note that the system “appears” to be functioning (it turns on) but then refers the customer to have it further evaluated by a heating and cooling contractor. And oftentimes, this directive is ignored.



We decided to try and steer the industry in another direction and introduced the Seller HVAC Pre-Inspection Program. Rather than pay to add heating and cooling coverage to the home during the listing, the seller can pay a qualified heating and cooling contractor roughly the same amount to have the heating and cooling systems properly evaluated. We work with any service company, and they submit written feedback on their findings. Once the system passes inspection, we issue Seller HVAC coverage FOR FREE and give a written guarantee that no heating and cooling claims will be denied due to pre-existing conditions. Even if the evaluation is done during the “off” sea-

son for the unit (i.e. inspecting air conditioners in winter), as long as the service company has performed the tests they are able to safely perform, we still extend the guarantee.

This is a HUGE win for your customers – both buyers and sellers. The seller now has a written guarantee that their home’s most expensive systems are pre-certified (an added selling feature of the home), and the buyer has added protection after the sale, even if an item fails in the first 30 days in the home.

We are the only company that provides this benefit. Reach out to me today to find out how this program is adding protection to the home sale transaction and can benefit YOU in your business.

Peter Jackson-Home Warranty
peterjackson@homewarrantyinc.com

Phone 952-239-0182





RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Golf Outing!

Thursday, August 23rd, 2018 at Wild Ridge Golf Course

- Golf** Golf will be a 4-5 person scramble. Golfers may choose their own 4-5 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Registration will begin at 11:00 a.m. Shotgun start will be at 12:30 p.m. Please arrive early for check-in.
- Lunch** A burger/brat/hotdog buffet lunch will be served 11:30 a.m. - 12:30p.m.
- 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 16.
- Cancellations** All cancellations must be received on or before August 17 for a refund, minus a \$15 surcharge.

2018 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 _____

(optional) _____

Choose One of the Following:

_____ Afternoon golf (9 Holes), lunch, cart, games and dinner - \$55.00* per person (\$45.00 for first timers!)

_____ Lunch only - \$15.00 per person (FREE for first timers!)

_____ Dinner, games and networking only - \$25.00 per person (\$15.00 for firsttimers!)

_____ Lunch, dinner, games and networking only - \$35.00 per person (\$25.00 for firsttimers!)

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

\$2.00 of each golf registration will be donated to the RANWW Foundation