Fair Housing For All

The Fair Housing Act requires the U.S. Department of Housing and Urban Development (HUD) to “affirmatively further fair housing” in its programs. HUD has recently issued regulations to address this nearly 50 year-old requirement and how it affects local governments receiving Community Development Block Grants and other housing funds from HUD. The NATIONAL ASSOCIATION OF REALTORS® and other organizations expect that these regulations will help communities become more active in their efforts to promote fair housing and equal opportunity. These regulations require communities receiving these funds to conduct a Fair Housing Assessment and to take meaningful actions to address fair housing issues. HUD defines four fair housing issues to be considered in the assessment process and will provide data that the communities will use in identifying the nature of those issues. Those four issues are:

• Segregation – Geographic areas with a high concentration of any protected class group compared to the whole community.

• Concentrated Areas of Poverty – Geographic areas with significant concentrations of poverty and minority populations.

• Access to Opportunity – Substantial differences in access to educational, transportation, economic and other important opportunities based on protected class.

• Disproportionate Housing Needs – Disparities in the proportion of members of a protected class experiencing high cost burdens, overcrowding and substandard conditions compared to other groups. The regulations come with a strong requirement for participation by the public, defined as all interested parties, in the process. By engaging in the Fair Housing Assessment process, you bring your knowledge of the market into this important discussion and have the opportunity to guide your community to actions that support homeownership and private property rights and to avoid actions with unintended negative consequences on your ability to serve the real estate needs in your community.
A Note From RANWW President - Elect

In our business, spring is the time that things really heat up for us. Please use these safety rules below when you are showing homes. We don’t want anything to happen to anyone and if you can avoid it from happening in the first place that is the best line of defense.

Dan Lawler-RANWW President - Elect

6 Ways Agents Say They Stay Safe

Real estate professionals say they're making their personal day-to-day safety more of a priority in their business. Forty-seven percent of agents polled say they’ve felt scared when showing a home. Real estate professionals revealed their go-to strategies for staying safe on the job:

- “Telling someone where I’m going”: 55%
- “Carrying a weapon”: 18%
- “Showing homes with a colleague”: 11%
- “In-depth knowledge about the neighborhoods I work in”: 9%
- “Storing emergency phone numbers in my cellphone”: 4%
- “Taking self-defense classes”: 3%

Real Estate Safety

Honoring Beverly Carter by Putting Safety First

- Always walk behind attendees, never ahead of them.
- Never follow attendees into rooms with no exits.
- Never host an open house alone.

Thirty-six percent of brokerages report having safety policies in place, but 35 percent report having nothing in place, the poll showed. Sixty-two percent of RISMedia readers say they believe it’s most important for their brokerage to hold special classes to further educate agents on safety, and 38 percent said it’s important to enforce mandatory safety rules for agents showing homes or hosting open houses.

Source: “RISMedia Survey Results: How Do You Stay Safe?” RISMedia (Sept. 28, 2015)
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.

Jean Ayers  
Camp David Realty

Lori Davis  
Citizens State Bank/Cadott

Colleen Dickenson  
Assist-2-Sell New Vision Realty

Peggy Kman  
Coldwell Banker East West/Iron River

Kerry Papierniak  
Mathison Realty

Laura Patzner  
Coldwell Banker East West/Spooner

Deziree Sorenson  
Coldwell Banker Brenizer/Eau Claire

Emily Thompson  
Woods & Water/Eau Claire

Jeffrey Welter  
Edina Realty/Eau Claire

REALTOR® Safety is Important to us!

In 2017 we will begin a series of education events designed to bring safety awareness to our REALTOR® members. These classes will be open to all RANWW members and will be held at four (4) different locations within the association jurisdiction. We will end our safety education with a final speaker; Carl Carter - Your Safety is Non-Negotiable – The Beverly Carter Story

Mark your Calendars for the following dates!

04/06/2017  
Eau Claire @ Charter Bank  
10am -12pm & 1pm - 3pm

04/13/2017  
Menomonie @ Menomonie Public Library  
12pm -2pm & 3pm - 5pm

04/20/2017  
Rice Lake @ Rice Lake Public Library  
10am -12pm & 1pm - 3pm

04/27/2017  
Hayward @ Weiss Community Library  
10am - 12pm & 1pm - 3pm

E.C. & Menomonie Speakers

Josh Zimmerman – Self Defense
Tom Matthew – Gun Safety
Briannon Cypher - Identity Theft

Hayward & Rice Lake

Brown’s Karate Academy –Self Defense
Bob Campbell, Legal Shield-Identity Theft.
Larry Loch - Gun Safety in Hayward

SEE PAGE 9 TO SIGN UP

RANWW will be Hosting Carl Carter as guest speaker during our Annual Meeting!  
June 21st, 2017

Your Safety is Non-Negotiable – The Beverly Carter Story

Carl Carter, son of Beverly Carter, delivers a powerful presentation on Realtor® safety that only someone with his background and experience could deliver. His story and presentation is an impactful combination of harrowing details involving his mother’s story and practical industry anecdotes and takeaways. Carl’s mission is to take his mother’s experience and use it as inspiration to make positive changes in agents’ lives and business.
Quarterly Broker BS Sessions

Brokers; These sessions are for you! We want to hear from you on a regular basis so please join us at all four (4) sessions or just one (1) session. These sessions will be informal in nature, kept to an hour time frame (we know your time is valuable) and will allow you to let leadership know what we can do for you!

Dates:
- April 13th - Flat Creek in Hayward at 12pm. Lunch will be served
- July 13th - Johnson Bank in Rice Lake at 10am
- October 12th - Stout Ale House in Menomonie at 3pm

CRS 204: Buying and Selling Income Properties
April 5th-6th, 2017 - 8:30am – 5:00pm
In this course, students will discover the specific secrets to smart real estate investment. Students also will learn how to identify the right opportunities in both down markets and up markets, compare real estate investment with other types of investment, and create additional wealth — for themselves and their clients.

Register Here

SRES: Seniors Real Estate Specialist
April 20th-21st, 2017 - 8:30am – 5:00pm both days
The SRES two-day core course will help you learn and build key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues.

Register Here

AHWD Certification Course: At Home With Diversity
May 9th, 2017 - 8:30 am – 4:30 pm
Discover the skills you need to expand homeownership opportunities for the growing number of diverse buyers and sellers! This one-day course addresses issues of diversity, fair housing and cultural differences, and the course also presents information regarding how to conduct business in culturally competent ways.

Register Here

Please join us for our Affiliate Round Table Meeting on Monday, April 17th, 2017.

RANWW Office 10a.m.-11a.m.
1903 Keith St. Eau Claire
OR
Don Johnson Motors 2p.m.-3p.m.
734 West Ave. Rice Lake

Please RSVP to the RANWW office by phone at 715-835-0923 OR email kim@ranww.org no later than Wednesday, April 12.

THANK YOU!
Matrix Tips and Tricks

Here are some tips to help with your transition to Matrix, remember "It's not "hard", it's just "different".

- Asterisk (*) is for wildcard and can be used anywhere in the text
  *end
  start*
  Start*end
  *contains*

- Exclamation/Bang (!) – used for exclusion
  !happy (not happy exactly)
  !happy* (not anything starting with happy)

- Plus/minus (+/-) --
  Used with date fields to get Days Back, i.e. 0-7 provides last 7 days.
  Used with date fields to get items in future, such as Open Houses, i.e. 0+7 provides OH's in next 7 days.
  Used for ranges, i.e. 4-5 bedrooms.
  Used for Greater than or equal to, i.e. 5+ returns more than or equal to 5.
  Used for Less than or equal to, i.e. 5- returns less than or equal to 5

TIME TO CHANGE THE BATTERIES!!

As we have been using the SentriLock lockboxes for more than 4 years, it is time to replace the batteries in the lockboxes. The board office is supplying all participating offices 2 batteries for each lockbox assigned to your office(s). You can pick up batteries when available, or they can be mailed to you, depending on circumstances. Easy to follow directions will be provided to all battery recipients. Don’t forget—please recycle old batteries!

If you need assistance or have general questions concerning Matrix or anything NWWMLS related please contact Tricia at: tricia@ranww.org or 715-835-0923
RPAC Report & Legislative Updates

REALTOR® & Government Day

Realtors® took to our state Capitol in Madison Wednesday, March 15th. The popular Realtor® and Government Day was another success for RANWW. Twenty realtors rode to Madison to discuss issues surrounding real estate and situations that directly impact our association. Among those who participated were ‘seasoned veterans’ and ‘not-so-seasoned rookies’. Regardless of the experience, the results and take away were much the same. Tricia Henchen, the NWWMLS Administrator in the office, lent some insight on her experience with R&G Day. Tricia recalls the trip to “very neat and educational” for the participants of the association. The unique opportunity to talk with legislators and assistants was one that I she had not experience before. Tricia was also fascinated by the “civil disagreements” that would occur within meetings. “People disagree all the time, but the disagreements were civil.” Tricia also highlighted the Monona Terrace, bus ride conversations, and the overall beauty of Madison’s architecture. Bruce King, the leader of the operation, had more comments on the future and what to expect. “Once the budget is done (public hearings are beginning around the state now), legislation will be coming fast and furious. School funding is something that we have not directly been involved in, but you’ll see REALTORS® involve themselves more and more into the subject, with over $1.3 billion in referendum dollars in the past year, local taxes are going up in many locations. We need more of our members to participate in R & G Day. We have the largest association in terms of area and need involvement from all areas of the association to help convey the message.” The last visit to Madison is one for the books but continued support and help from the association is needed. Many of these issues and events talked about in Madison; directly effect the association and their members. If you are interested in learning more about our efforts, feel free to contact Bruce King.

Changes Pending on Eau Claire Rental Ordinance

Wednesday, March 8th I attended a public hearing about potential changes to the rental ordinance in Eau Claire. The basement of L.E. Phillips was packed with homeowners and landlords looking to learn more about changes and have time to give input. The potential changes have created controversy among many landlords and renters alike. The major changes will be to make sure the ordinance is compliant with state statues and Act. 46. Among the changes will be annual registration among all dwellings to be rented. The registration fee will be $5/building, not units within the building, and the information will go in to a new database. Other changes include inspection and fees that coincide with these inspections. The first inspection will cost the landlord $90 and a follow up inspection will cost $125. The fees can be waived if the issues are a) non-existent or b) resolved before the inspection. Inspections are not guaranteed to take place. The reason an inspection would begin is due to confirmed complaints, and the external condition of the property. The proposed changes are aimed to promote better, healthy living conditions, protect the individuals renting, and the landlords. If you would like more information pertaining to these potential changes, the City of Eau Claire Health Department will be putting up information and documents for public viewing. In addition, a public hearing will be held sometime in April to discuss these changes before the City Council debates the legislation.

Jordan –GAD Intern
Did you know Video

**Foundation History**

It all began in 2004 with a simple idea “helping our neighbors in need.” REALTORS® across the country help people obtain the ultimate goal of home ownership.

Once realized, home maintenance becomes an on-going process and can create heavy financial burdens. It is the realization the area residents may be unable to afford necessary home repairs, that the RANWW Foundation was born.

The Foundation is funded by generous donations from members of the REALTORS® Association of Northwestern Wisconsin.

The REALTORS® Association of Northwestern Wisconsin Foundation, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strain.

What we can help fix through grants

- Bathroom Repairs
- Roof Repairs
- Garage Door Installation
- Electrical Upgrades
- Window Replacements
- Plumbing
- Handicap Access
- Replacing Dangerous Flooring

**How To Apply For A Grant**

- Contact a local clergy member, the County Health and Human Services Department or a RANWW member.
- Identify repair needed and submit an application. Include two repair bids and photos of the identified area for repair.
- Grants are awarded in $1000 increments. If repairs are beyond this, applicant is responsible for the remaining balance.
- Grants are awarded twice a year - typically May and September.
- Grant recipients will be alerted by mail to the submitting clergy, Human Services employee or RANWW member.
- All applications are kept confidential.
### April 2017

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5th & 6th - CRS 204: Buyers and Selling Income Properties  
6th - Safety Seminar at Charter Bank in Eau Claire  
12th - New Member Orientation  
13th - Broker BS Session-Hayward at Flat Creek 12pm  
13th - Safety Seminar at Menomonie Public Library  
14th - RANWW Office Closes at Noon  
17th - Affiliate Round Table  
20th & 21st - SRES: Seniors Real Estate Specialist  
20th - Safety Seminar at Rice Lake Public Library  
27th - Safety Seminar at Weiss Community Library - Hayward

### May 2017

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3rd - RANWW Foundation Meeting  
5th - MLS BOD Meeting in Rice Lake  
9th - AHWD Certification Course  
11th - RANWW BOD Meeting  
15th-20th - REALTORS® Legislative Meetings & Trade Expo  
29th - RANWW Office Closed Holiday

### June 2017

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1st - New Member Orientation  
21st - Annual Meeting at Turtleback

### July 2017

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3rd – RANWW Office Closed Holiday  
4th - RANWW Office Closed Holiday  
13th - Broker BS Session-Rice Lake at Johnson Bank  
14th - MLS BOD Meeting  
14th – 25th - Online Voting
REALTOR® Safety is Important to us!

In 2017 we will begin a series of education events designed to bring safety awareness to our REALTOR® members. These classes will be open to all RANWW members and will be held at four (4) different locations within the association jurisdiction. We will end our safety education with a final speaker at our Annual Meeting in June with Carl Carter - Your Safety is Non-Negotiable – The Beverly Carter Story

All events are free.

April 6 at Charter Bank-Eau Claire
10am -12pm_______
1pm - 3pm_______

April 13 at Menomonie Public Library-Menomonie
12pm -2pm_______
3pm - 5pm_______

Speakers in Eau Claire and Menomonie
Josh Zimmerman, Zimmerman’s Freestyle Martial Arts– Self Defense
Tom Matthew – Gun Safety
Briannon Cypher - Identity Theft

April 20 at Rice Lake Public Library-Rice Lake
10am -12pm_______
1pm - 3pm_______

April 27 at Weiss Community Library-Hayward
10am - 12pm_______
1pm - 3pm_______

Speakers in Hayward and Rice Lake
Brown’s Karate Academy –Self Defense
Bob Campbell, Legal Shield-Identity Theft.
Larry Loch - Gun Safety in Hayward
Fireline - Gun Safety in Rice Lake

To sign up email [kim@ranww.org](mailto:kim@ranww.org)