Don’t forget to sign up for the RANWW Christmas Party on Friday, Dec 15th

REALTORS® Association of Northwestern Wisconsin raised over $9500 during our "Week of Giving" program.
Because of your generosity we were able to distribute to the following organizations!

- Benjamin’s House
- Rusk County Lighthouse
- Stepping Stones
- The Community Table
- Hayward Food Shelf

A HUGE Thank you to the RANWW membership for supporting the “Week of Giving”!

The 2017 Hammer It Out Challenge Winner - REALTORS® Association of Northwestern Wisconsin

John Panzigrau Achieves Realtor® Emeritus

John Panzigrau of Re/Max Real Estate Group in Eau Claire has been awarded the prestigious Realtor® Emeritus Membership; a status recognizing board involvement and at least 40 year of continuous membership! John has served on several committees over the years, including the Golf Committee as Chairman and as a Committee Member, and on the Professional Standards and Ethics Committees. Congratulations John!!
A Message from RANWW Treasurer

Tis the Season to “Believe”

The holiday season is fast approaching; as the newly installed RANWW Treasurer one of my “opportunities” is writing a message from leadership for the RANWW newsletter. After a few days of head scratching and deep thinking I finally settled on a topic that is very important to me and frankly was one of the main reasons I chose to get involved in the association leadership.

I have been a REALTOR® and a member of the RANWW for many, many, many years. Over the course of my tenure within the association and the real estate profession I have heard a consistent frustration expressed by all of us at one point or another. The frustration being expressed is the lack of professionalism and ethical behavior being displayed by our fellow colleagues. Situations that involve a lack of common courtesies such as shutting off lights in a property after a showing or not leaving a business card which alerts seller’s that your appointment was not kept. Agents pushing the envelope on behavior that does not reflect professionalism and reflects poorly on our industry as a whole; disregarding policies set forth by our professional trade association the REALTORS® Association of Northwestern Wisconsin (RANWW). This blatant disregard for professional conduct amongst ourselves and our peers reflects poorly on our industry as a whole and us as REALTORS®.

My message to everyone starting this holiday season and continuing forward is one of belief; Believe that you and I can make a difference; Believe that together we can make a change within our profession and within our association. Believe that by calling out unethical behavior being displayed by our colleagues will send a message that it is no longer acceptable within our association and profession. Believe that standing up for our clients by letting fellow agents know it is a privilege to show their homes and you as their representative demand the utmost in professional courtesies when entering that home. Believe that we all have an equal voice, equal opportunities and the ability to make a difference within our association and profession!

Tis the Season to “Believe” by standing up, demanding better, volunteering and seizing opportunities!

Gary – RANWW Treasurer

Pay Membership Dues Today!

Anyone paying dues in the month of December, MUST add a late payment fee of $25 to the total amount due.

If you have not received your statement/need a duplicate, contact Jane at 715-835-0923 or jane@ranww.org

Thank you for your renewals!
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.

Aaron Arf
Edina Realty/Spooner

Victoria Bischel
Keller Williams Integrity

Shelly Coey
American Realty Partner

Janja Davidson
EXP Realty LLC

Mary Lausted
EXP Realty LLC

Tim Mahoney
Edina Realty-Chippewa Valley

Crawford Miller
Berkshire Hathaway Lovejoy Realty

Douglas Riddle
3D Property Inspections

Seller Negotiation Tactics That Can Backfire

Daily Real Estate News | Tuesday, October 31, 2017

Homeowners should not become overconfident in a seller’s market, or they might end up sabotaging their sale. Realtor.com® recently featured common home seller negotiation tactics that can backfire, including:

Starting a bidding war.

“If mishandled, people may assume the worst, and the best offer may walk away,” Sep Niakan, broker-owner at HB Roswell Realty in Miami, told realtor.com®. For example, bidding war problems can surface when failing to clearly explain up front how you intend to handle multiple offers or when you give an offer deadline that is too many days away (some buyers may just move on).

Arguing over repairs.

Buyers may walk if sellers refuse to make repairs that turn up during a home inspection. The seller needs to carefully consider how good the offer is before refusing to make repairs, says Lucas Machado, president of House Heroes in Miami. "When the buyer’s offer is high, and the seller tries to negotiate away from legitimate repairs, the buyer may feel the seller is taking advantage of them,” he says.

Staying adamant about the closing date.

Sellers may be trying to make the closing date so it perfectly aligns when they move into their new home. But buyers have scheduling issues of their own, too. “Sellers need to understand that they may have to move twice, since buyer and seller schedules seldom work out perfectly,” says John Powell, chief development officer at Help-U-Sell Real Estate in Tucson, Ariz.

Getting greedy over fixtures.

Fixture feuds are common ones. Sellers and their real estate agents need to carefully review before they list their home on what stays and what goes with the home. The buyer might “get so upset that a fixture they fell in love with is now missing that they won’t buy the home,” says Michael Hottman, associate broker at Keller Williams Richmond West in Richmond, Va. Replace anything valuable to sellers that won’t be staying with the house before showing it, or be willing to negotiate a comparable replacement.

WIRE FRAUD IS ON THE RISE!

Accepting wire and disbursement instructions by email is dangerous, especially changes to those instructions. Verify by calling the originator of the email using previously known contact information prior to sending funds.
2017 Broker Summit

December 7, 2017 | Milwaukee Marriott West

The WRA’s event designed for brokers, owners and managers is back this year on December 7 in Milwaukee. With a one-day Disney Institute program, you’ll learn elements of Disney’s approach to quality service and leadership that may apply to your own work.

BROKERS/SUPPORT STAFF: Please have new members contact the board office prior to stopping in to set up a time to meet regarding new membership. It takes over an hour to process an application and program a SentriCard for new members.

Thanks!

WRA Winter Convention 2018

January 23-25, 2018

Join us for the WRA’s best-kept secret: the winter convention! Whether you’re interested in CE, networking, browsing exhibits, or having fun, you’ll find it all here! With something for everyone in this three-day event, you’ll gain insight and learn new tricks for your business in the new year. And, you’ll have time for fun too!

Convention highlights

- 2017-18 CE courses
- Exhibits and prize opportunities.
- Welcome party with DJ.
- Opening Session

Convention hotel

Lake of the Torches Casino & Convention Center
510 Old Abe Road (Located on Highway 47)
Lac du Flambeau, WI 54538
1-800-25-TORCH or 1-800-258-6724
Hotel website

To Register
**ShowingTime Update**

Homeowners love knowing how their listing is doing and the Listing Activity Report is the perfect tool to keep your sellers informed. It pulls all important listing activity information - such as number of showings, agent previews, open houses and accompanying feedback - in one place and can be emailed as a PDF report or viewed directly in the seller’s app.

The Listing Activity Report can also be scheduled for automatic delivery, making the process even easier and faster. Don’t forget to invite your homeowners to download the seller version of the ShowingTime app.

[Learn more](#)

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**MATRIX 7.0 IS LIVE!**

I hope everyone is enjoying the new portal look.

Please contact Tricia at 715-835-0923 or tricia@ranww.org with any questions or comments.

**Save the Date: Realist training coming in April 2018!**

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**Matrix**

**Important Notice: Change to Map Zooming in Matrix™**

Early on Tuesday, November 21, Google® updated its Google Maps™ API. This caused a minor behavioral change in Matrix: to change the zoom level on an interactive map using a mouse scroll wheel, you must now hold down the Control key at the same time. Instructional text on the map explains this requirement clearly.

This new behavior ensures the map zoom level is not changed accidentally when using the mouse scroll wheel to move up and down the page. CoreLogic® plans to use interactive maps in a variety of Matrix displays in the future, so this change is a welcome improvement. We are confident that using the Control key with the scroll wheel will quickly become second-nature to Matrix users.

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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
By now, you’ve probably received an email from myself or another member here at the RANWW office to respond to the National Association of Realtors® Call for Action on the upcoming tax reform legislation. But maybe you don’t really know what the Call for Action is all about or why NAR cares about tax reform. NAR believes that the current tax reform legislation in Congress represents a major tax hike for homeowners and dramatically lessens the benefits of being a homeowner. NAR President William E. Brown says that "this legislation closely tracks with the House Republican Blueprint for tax reform, which threatens home values and takes money straight from the pockets of homeowners." And while Mr. Brown does acknowledge that NAR supports legislation which lowers taxes, he notes that “this bill is nowhere near as good a deal as the one middle-class homeowners get under current law. Tax hikes and falling home prices are a one-two punch that homeowners simply can’t afford.” According to an analysis done by NAR, this legislation stands to cause a 10 percent drop in home values and raise taxes on middle-class homeowners by an average of $815. Yikes. For most middle-class Americans, purchasing a home is the largest single investment that they will make in their lifetime. Now with an American homeownership rate that still hovers around a 50-year low, NAR fears that this new legislation will push homeownership’s wealth-building potential out of reach. Unfortunately, the negative impacts of the proposed legislation go even further. The bill caps the mortgage interest deduction at $500,000 for newly purchased homes, eliminates state income tax deductions altogether, installs a new cap on property taxes, and puts new restrictions on the capital gains exemption homeowners utilize today when they sell their home (which is vital to allowing homeowners to use their equity to pay for retirement and other long-term needs). Overall, the proposed legislation is a huge hit to homeowners, particularly middle-class homeowners. Brown stresses that “the nation’s 1.3 million Realtors® cannot support a bill that takes homeownership off the table for millions of middle-class families,” and pushes for the Call for Action stating that, “our members will continue to make their voices heard as we push towards tax reform that responsibly lowers rate while protecting the dream of homeownership.”

If you haven’t yet responded to the Call for Action, it isn’t too late. You can respond and let your legislators know you are against tax hikes against middle-class homeowners here. To stay up-to-date on the developments of this newly proposed legislation, visit NAR’s tax reform portal.
No-Shave November is a month-long journey during which participants forgo shaving and grooming in order to raise awareness of men’s health issues, such as prostate cancer, testicular cancer, and men's suicide.

RE/Max Affiliates Takes Part In No-Shave November

With proceeds benefiting the RANWW Foundation

Thank you for your donation to the RANWW Foundation
December 2017

1st - REALTOR® Ring Day
15th - RANWW Christmas Party
25th - RANWW Office Closed Holiday

January 2018

1st - RANWW Office Closed Holiday
12th - NWWMLS BOD Meeting in Rice Lake
17th - RANWW BOD Meeting
18th & 19th - AE Meeting in Madison
23rd - 25th - Winter Convention

February 2018

1st - New Member Orientation
2nd - Professional Standards Training
7th - R & G Day in Madison
27th - RANWW Foundation Meeting

March 2018

9th - NWWMLS BOD Meeting
15th - RANWW BOD Meeting
30th - RANWW Office closed at 12pm

Appraisal Conference
March 12-13, 2018
Kalahari Resort & Convention Center
Wisconsin Dells
You are invited to RANWW's 2017 Christmas Party!

Join Us on Friday, December 15th, 2017 At Eau Claire Golf & Country Club 828 Club View Lane, Altoona WI 54720

7-9pm- Social Hour with Heavy Hors d’oeuvres, Cash Bar and DJ 9-10pm- Hypnosis Show by Jay Brian, Comedy Hypnotist 10-12midnight- DJ The cost is $20 per person.

2017 RANWW Christmas Party RSVPs are due by Friday, December 1st with payment payable to RANWW. Mail to: RANWW, 1903 Keith Street Ste. 3; Eau Claire WI 54701

Attendee(s):

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#_________ attending at $20/person = $_________ total due