



RANWW

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**Realtors® Association of
Northwestern Wisconsin**

January 2015

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WRA Addendum A and Addendum B Revisions

Real estate practice in Wisconsin is constantly evolving, and it is challenging to keep the forms and other tools needed in day-to-day practice current and up to date with frequent changes. The WRA Addendum A and Addendum B are no exception, and the time has come to freshen the content and embrace recent changes to the applicable law.

The WRA Addendum A has not been revised since 2009, and the WRA Addendum B has not been revised since 2008, while the WB-11 Residential Offer to Purchase was updated in 2010 and then revised again in 2011.

The revisions to Addendum A are triggered primarily by the desire to add a radon testing contingency and to include provisions and a contingency regarding flood insurance. The revisions to Addendum B incorporate the new rules for well inspections and well water testing occurring when a property is being transferred, and better choices and explanations regarding septic system inspections. The suggestions and recommendations of the WRA Forms Committee were solicited and their feedback is reflected in the 2014 versions of the addenda.

Most of the fill-in-the-blanks and [STRIKE ONE] provisions in these addenda have a default provision to furnish a selection in the case of agent oversight. That way there is no confusion trying to figure out what the provision means with an uncompleted blank line. A selection has been made as a backup measure. It is always better, of course, if the parties make their own decisions and write in their choices.

This *Legal Update* reviews the contents of the revised WRA Addendum B to the Offer to Purchase and then the updated WRA Addendum A to the Offer to Purchase, going section by section through the forms. Recent developments impacting addenda provision changes also are discussed.

The entire October 2014 legal update can be found here:
https://www.wra.org/Legal/Updates/2014/2014_Legal_Updates/



Jan. 28-29

Madison, Appleton, Eau Claire, Milwaukee, Mosinee

**2014 –2015 RANWW BOD
Executive Committee**
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Marty Tauger - *Treasurer*
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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.

Jessica Andress - Bank Mutual

John Kelly - Scheppke Real Estate

Michael Law - Timber Ghost Realty

Jessica Magnuson - Scheppke Real Estate

Chris Ryder - Citizens Community Federal Bank



A word from our President...

G

oals! As we approach the beginning of yet another New Year, I feel this is a good time to take a minute and reflect on the year past and how we can use those experiences while moving forward in 2015. This is when everyone needs to sit down and begin the dreaded process of.....yes I am going to say it.....**GOAL** setting! Let's be honest...when the words "goal-setting" are uttered, we cringe, close off our ears and run the opposite way! I'll admit it is not a fun task to accomplish during a time of the year that has holiday parties abound, festive family gatherings and any other distraction one can possibly think of.

BUT if we don't have established goals before heading into 2015, with concrete plans on how to reach those goals, then we can probably plan on being mediocre and staying in the same exact spot as we were last year! If we were to pick the brains of any individual who has been successful within their career or personal life. A common theme begins to emerge, that theme centers around goals! They took the time each year to sit down and map out goals for themselves, they wrote them down on paper and most importantly they held themselves accountable for their goals throughout the year.

Each year brings new opportunities, new chances and new doors to open in both our professional and personal lives! Let's not restrict our "goal setting" to just business; let's think of personal goals, fun goals and the sky is the limit goals! Perhaps a vacation is your goal or the ability to speak a foreign language, maybe downhill skiing without breaking a leg or how about skydiving! Every one of these activities would be an amazingly fun goal to accomplish but none of them will happen unless we take the time to write them down, create a plan and then tell someone who will help us be accountable!

Take the time to set your GOALS for 2015!

As your Association President, I look forward to a fun and rewarding 2015

Happy New Year!

Tina Theisen

PAYMENT OF MLS DUES: MLS Dues are payable, in full, ON OR BEFORE the 1st day of the 1st month of the billing cycle. CLIP 'n SAVE this list—attach it to a bulletin board, a calendar, share it with the person who pays the bill:

BILLING CYCLE	DUE DATE
Feb & Mar, 2015	Feb 1, 2015
Apr & May, 2015	Apr 1, 2015
Jun & Jul, 2015	Jun 1, 2015
Aug & Sep, 2015	Aug 1, 2015
Oct & Nov, 2015	Oct 1, 2015
Dec 2014 & Jan 2015	Dec 1, 2015



MAKE CHECKS PAYABLE TO: NWW MLS (not RANWW) and please include the Invoice#. Thanks!!

MLS Update

As a result of the October broker meeting, facilitated by Kevin McQueen, the MLS hired the MN firm of Larson & Skinner to enter direct **data licensing agreements with Zillow, Trulia, Realtor.com and Homes.com**. The MLS has created a list of terms to direct Larson & Skinner in negotiations with the four publishers. That list was submitted to Larson & Skinner in late November. Negotiations will begin this month. Key points include: *Listing agent/firm to appear at top, Leads must go back to listing agent, Direct link back to broker/agent website, MLS is credited as data source, Site must include data disclaimer*

Realist Tax Data will be incorporated into MLXchange and Fusion prior to the conversion to Matrix in the **4th quarter of 2015**. If you are a member of the Northstar MLS, you may be familiar with the Matrix product. However, that does not mean this MLS is merging with Northstar MLS! It simply means we will be using the same *software* as Northstar but you will be accessing YOUR MLS data.

WIREX data will be part of the Matrix conversion process. You will no longer need to pass through the MLS to the Data Coop to access WIREX data.

There is a significant amount of work that takes place behind the scenes during any MLS conversion. Even though we are a year away from the actual conversion, work has already started. We will do our best to keep you updated in the coming months and ask for your attention to newsletters, MLS Messages of the Day, the association's website and emails. Live classes, user guides and training videos will be offered to all members as we move towards the actual conversion date. If you are interested in taking a sneak peak at the Matrix product, you can view either of the two videos posted on YouTube at your leisure:

- <http://www.youtube.com/watch?v=BNwNy0o09dE>
- <http://www.youtube.com/watch?v=7ERdMnK0abk>

Use of Drones in Real Estate

The National Association of REALTORS® has instructed its members to **not use drones** nor hire photographers or videographers who use drones for capturing aerial images of listings until the FAA issues its final guidelines. For further information, go to [http://realtormag.realtor.org/daily-news/2014/12/12/faa-drone-rules-delayed-2017?om_rid=AABtEI&om_mid=BUizCnB8\\$Pkcdj&om_ntype=RMODaily](http://realtormag.realtor.org/daily-news/2014/12/12/faa-drone-rules-delayed-2017?om_rid=AABtEI&om_mid=BUizCnB8$Pkcdj&om_ntype=RMODaily)



MLS Status.....Good News!

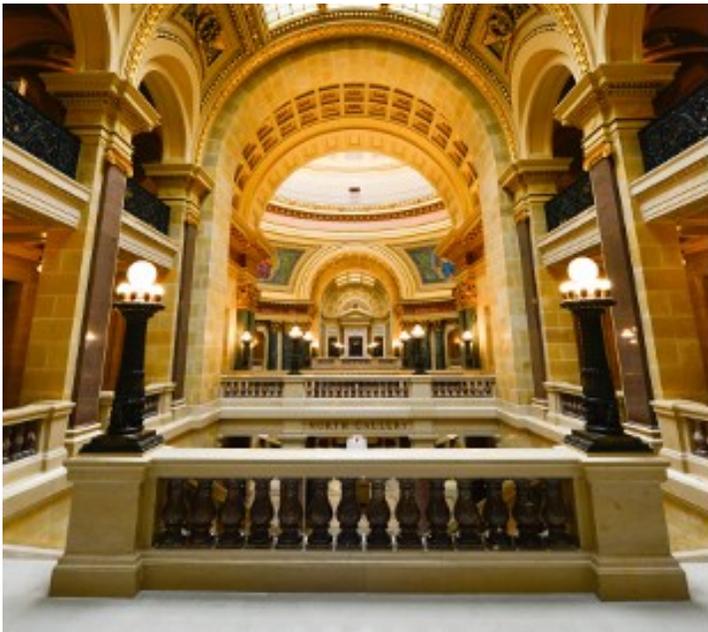
On December 9, changes were implemented during the process of editing a listing status. Members now have the ability to decide, in discussion with the seller, whether or not to continue to market Active w/Offer, Active/Bump and Active/Hold statuses on IDX. When changing a listing status from Active to any other Active status:

- 1) select the status,
- 2) click Submit button to activate IDX field,
- 3) enter Y or N in the IDX field (to continue marketing on IDX, enter Y (yes), to remove it from internet marketing, enter N (no),
- 4) click Submit again to save change.

Please share with this information with anyone in your firm who enters/maintains listing data.

Passing good laws and defeating bad ones starts with your voice in this building

REALTOR®
★ ★ ★ ★ ★ ★ ★ ★ ★ ★
&
GOVERNMENT DAY
MARCH 11, 2015 | MADISON, WI



Contact Bruce King to sign-up! bruce@ranww.org or 715-828-1976

Call for Action Success

Mortgage Debt Forgiveness Officially Extended

The National Association of REALTORS® [issued a call to action](#) earlier this month, urging REALTORS® to submit letters to their Congressional representatives in support of extending the Mortgage Debt Forgiveness Act.

"NAR applauds Congressional leaders in both chambers for their effort to pass this legislation before adjournment," NAR President Chris Polychron said in a statement at the time. "REALTORS® strongly supported the bipartisan Mortgage Forgiveness Tax Relief Act, which was included in the package to prevent underwater borrowers from paying taxes on any mortgage debt forgiven or canceled by a lender in a workout, or after their home was sold for less money than was owed." *Source: "Short Sale Tax Break Signed Into Law," HousingWire (Dec. 29, 2014)*

Get the REALTOR® Action Center Mobile App!

How to get started:

1. The REALTOR® Action Center mobile app is currently available only for the iPhone and Droid platforms. Search for "NAR Action Center" on the iTunes Store or Droid Market and download the app today.
2. After downloading the app, you will be asked to login using the email address associated with the REALTOR® Action Center and your NRDs number.
3. When you login, you will be asked if you want to receive notifications from the REALTOR® Action Center. Click "Yes" to receive them.
4. Once you are logged in, click on the button in the upper right corner that looks like three horizontal white lines to navigate the app.

If you experience any problems downloading the app, retrieving your email or password, or logging into the app, send an email to comments@realtoractioncenter.com and a member of the REALTOR® Action Center team will respond.



January

January 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			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** - Office Closed
- 9th** - MLS Meeting
- 15th** - RANWW BOD Meeting
- 21st** - RPAC Training
- 22nd** - WRA Association Executive Training
- 22nd & 23rd** - WRA BOD Meeting
- 28th** - CRS 210 Course (*remote*)
- 29th** - CRS 210 Course (*remote*)

February

2015 FEBRUARY						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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

- 5th** - New Member Orientation
- 11th** - GRI 3 Course (*remote*)
- 12th** - GRI 3 Course (*remote*)
- 18th** - RANWW Strat Plan
- 19th** - RANWW Strat Plan

March

2015 MARCH						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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** - SRES Course (*remote*)
- 5th** - SRES Course (*remote*)
- 6th** - MLS Meeting (Rice Lake)
- 9th** - RANWW BOD Meeting
- 11th** - Realtor® & Government Day
- 24th** - GRI 3 Course (*remote*)
- 25th** - GRI 3 Course (*remote*)
- 31st** - Nominating Committee Conference Call

April

2015 APRIL						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			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** - Good Friday office closed @ Noon
- 9th** - New Member Orientation
- 15th** - ABR Course (*remote*)
- 16th** - ABR Course (*remote*)
- 22nd** - ABR Course (*remote*)
- 28th** - Nominating Committee Conference Call

