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Issue No. 2

Professionals Dedicated to Progress

February 23, 2021

2021 Board of Directors

Denny Tryban
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BOARD STAFF

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Association Executive

Gracie Goddard
Executive Assistant

Julie Hull
MLS Specialist

NEW OFFICE APPLICATIONS:

Berkshire Hathaway Homes Services
Saginaw

NEW MEMBER APPLICATIONS:

Mara Brigham – C21 Northland Grayling
Jonathon Dixon – Heart of Up North Realty
Paul Jones – DEK Realty
Karen Lamb – CB Schmidt Cheboygan
Reagan Lambdin – EXP Realty
Brenda Lemmer – BHHS Saginaw
MacKensie Massey – CB Schmidt Gaylord
Michael Rosen – Smith Realty Group
Debra Wheeler – Huston Real Estate

WELCOME NEW MEMBERS:

Stephanie Adamson – Northern Lakes Properties
Joseph Albring – Key Realty TC
Pieternel Feeheley – Key Realty TC
Doug Gartley – Rocket Homes Real Estate
Katelyn Johnston – Evergreen Home Realty
Larry Lauletta – BHHS Rockford
Aaron Lawes – Key Realty TC
Diane Liston – BHHS Rockford
Jaime Lopez – North & Company Realtors
Connie Madej – Key Realty TC
Mike Mills – C21 Northland Houghton Lake
Gary Raska – BHHS Rockford
Joseph Schell – Up North Property Services
Gabriel Starks – BHHS Gaylord

TRANSFERS:

Mark Mieczewski to BHHS Cheboygan
Darcy Scott to North & Company Realtors
Susan Stephens to Smith Realty Group

DROPS:

Smart Moves Properties
Jacob McDaniel EXP Realty
Debra Phillips – Smart Moves Properties

WATER WONDERLAND BOARD OF REALTORS GOOD NEIGHBOR AWARD PROGRAM

Deadline for nomination will be March 15th, 2021.

Good Neighbor Award winner will receive:

- A \$500 grant for their community cause
- A Good Neighbor Award trophy
- Press Release sent out to all local medians on the winner and award
- Use of the Good Neighbor Winner logo on marketing and promotional materials

One winner will be announced in October of 2021 and honored during the 2021 Water Wonderland Board of Realtors Annual Meeting in November 2021. The winner will receive a \$500 grant for their community cause and local publicity, and also be entered in to the National Association of Realtors Good Neighbor Awards.

More [details](#) and [entry form](#).

2021 UPCOMING EVENTS

***Six Hour CE & COE:** Wednesday, February 24th, 2021 at 9am to 3pm with Gwen Besner. (FULL)

***Three Hour COE:** Thursday, March 18th at 9am to 12pm with Peter Banwell. (FULL)

***Three Hour Legal CE:** Thursday, March 25th, 2021 at 9am to 11:30am with Peter Banwell

* **Three Hour CE & COE:** Thursday, April, 15th, 2021 at 1pm to 3:30 pm with Peter Banwell.

* **New Member Orientation:** Thursday, April 22nd, 2021 at 9am to 4:30pm.

[REGISTER ONLINE](#)

2021 SCHOLARSHIP APPLICATION

Applications are due on Friday, April 30th!

We are accepting Scholarship Applications. The scholarship is available for high school graduates planning to attend college fall of 2021 or current college attendee. There are two amounts available: \$1,000 and \$500. We have updated the scholarship requirements. Click [HERE](#) for the criteria.

Fax to: 989-732-8231 or

Email to: board@waterwonderlandboard.com



RULE REMINDER: DUAL VARIABLE COMMISSION

MLS RULES & REGULATIONS, SECTION 5.3; DUAL OR VARIABLE RATE COMMISSION ARRANGEMENTS:

The existence of a dual or variable rate commission arrangement (i.e. one in which the seller/landlord agrees to pay a specified commission if the property is sold/leased by the listing broker without assistance and a different commission if the sale/lease results through the efforts of a cooperating broker; or one in which the seller/landlord agrees to pay a specified commission if the property is sold/leased by the listing broker either with or without the assistance of a cooperating broker and a different commission if the sale/lease results through the efforts of a seller/landlord) shall be disclosed by the listing broker by a key, code, or symbol as required by the MLS. The listing broker shall, in response to inquiries from potential cooperating brokers, disclose the differential that would result in either a cooperative transaction or, alternatively, in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before the client makes an offer to purchase or lease. (Amended 03/04)

Open House Guidance During COVID-19 (February 18th, 2021 Update)

NAR's goal is to keep members informed about the evolving COVID-19 pandemic, its impact on the real estate industry, and to provide guidance on the many difficult decisions members are tackling on a daily basis. Consider how you may continue providing first-class services to clients, while also exemplifying REALTORS® as community leaders by demonstrating care for the health and well-being of clients, colleagues and the greater public welfare in reducing the risk of exposure to, and spread of, COVID-19.

Please note: for updated content regarding Open House Guidance, please see [Coronavirus: A Guide for REALTORS®](#).

RESIDENTIAL SOLD INFORMATION FOR JANUARY

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2020	2021	2020	2021	2020	2021	2020	2021
Alcona	5	4	546,800	383,900	109,360	95,975	121,000	69,000
Alpena	29	29	3,068,850	3,667,250	105,822	126,456	96,550	91,500
Antrim	2	1	375,000	114,000	187,500	114,000	187,500	114,000
Cheboygan	18	25	3,629,404	5,448,349	201,633	217,933	164,200	142,900
Chippewa	0	2	0	475,000	0	237,500	0	237,500
Crawford	8	16	1,133,900	2,001,300	141,737	125,081	126,500	124,500
Mackinac	5	3	743,400	496,500	148,680	165,500	139,900	129,500
Missaukee	1	1	136,000	111,500	136,000	11,500	136,000	111,500
Montmorency	5	12	414,550	1,593,425	82,910	132,785	49,000	106,450
Oscoda	11	12	1,079,300	1,293,100	98,118	107,758	56,000	92,250
Otsego	24	29	3,478,000	5,543,850	144,916	191,167	137,500	143,200
Presque Isle	12	8	4,900,400	822,500	408,366	102,812	111,000	83,650
Roscommon	27	34	3,447,900	5,107,300	127,700	150,214	97,000	132,000
Wexford	1	0	150,000	0	150,000	0	150,000	0

SENTRILOCK LOCKBOXES

With the Paul Bunyan Board of Realtors Merger Complete, we want to introduce to our membership a new product, however older product, that we acquired through the merger. Sentrilock Gen I and Gen II Electronic Lockboxes. These electronic lockboxes provide a secure keyless entry with the most secure weather-tested box in the industry. Water Wonderland has secured this contract through the merger until August of 2022, at which time we will be looking at the newer Bluetooth Versions of this system that work similar to the older generation ones that we have today.

WHAT ARE THE ADVANTAGES?

Electronic key boxes are an effective way for you the REALTOR® to increase the number of showings of that property. By using the Sentikey App or one day codes to access these secure lockboxes, other agents can show the property without having to obtain a key directly from the listing agent. Another advantage is Sentikey is accessible and works with Showingtime. Such flexibility allows more agents to show the property more frequently - often resulting in a quicker sale!

WHAT ARE THE COSTS?

To get started, Water Wonderland MLS is waiving all setup fees to set an office up. The Broker will need to fill out the paperwork, and each Sentikey user will sign an agreement. This is an opt-in program, if some licensees in your office do not wish to participate you may opt them out, however by doing that you are agreeing that they will not be using any SentiKEY and their listings will not have a Sentrilock lockbox on it. The fee for the Sentikey Access is \$20 per month per agent signed to use the service. Each office will be issued (free of charge) as many Sentrilock lockboxes as they have active listings or up to 115% of active listings.

IS TRAINING INCLUDED?

Virtual training sessions for each office would be offered

WHAT DO I NEED TO DO TO SIGN UP FOR THE LOCK BOX PROGRAM?

Just simply fill out the paperwork and email to: board@waterwonderlandboard.com