



# The WWBR News & Views

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Professionals Dedicated to Progress

February 20, 2019

## 2019 Board of Directors

Amy Wilson  
President

Roger Kopernik  
Vice President

Peter (Bill) Whyte  
Secretary/Treasurer

Cory McMurphy  
Director

Cheryl Schlehuder  
Director

Carol Steiger  
Director

Denny Tryban  
Director

Jody Vogel  
Director

Leslie Burroughs  
Director

### BOARD STAFF

[Jeannie Rizzardi](#)  
Association Executive

[Gracie Goddard](#)  
Executive Assistant

[Julie Hull](#)  
MLS Specialist



### NEW MEMBER APPLICATIONS:

Troy Calhoun – CB Schmidt Gaylord  
Robert Lang – C21 Crow Realty  
Mike McGuire – C21 Northland  
Jeffrey Schwab – Up North Property Services  
Lori Sparling – Re/Max New Horizons

### DROPS:

Kelly Combs - C21 UpNorth



### WWBR 2019 SCHOLARSHIP

The \$1,000.00 Scholarship is available to a family member of a current member of Water Wonderland Board of REALTORS® (including affiliate members). [CLICK HERE](#) for a complete list of requirements for applying.

**All applications and supporting documents must be sent by Monday, May 13th, 2019 to:**

WWBR, Scholarship Committee  
122 S. Otsego Ave., Gaylord, MI 49735

### 2019 WWBR UPCOMING EVENTS

- **2 Hour Legal Update (Marijuana in Real Estate) and RPAC Chili Cook-Off at The Otsego Grand Event Center, COST \$15 (RPAC CONTRIBUTION) Thursday, February 21<sup>st</sup> from 12:00pm to 2:00pm with Becky Gean from Michigan REALTORS®**
- **6 Hour Legal Con-Ed at Alpena Community College (CTR 106), Wednesday, March 13<sup>th</sup> from 9:00am to 4:00pm with Peter Banwell, The Real Estate Academy**
- **6 Hour Legal Con-Ed at Cheboygan Public Library, Thursday, March 14<sup>th</sup> from 9:00am to 4:00pm with Peter Banwell, The Real Estate Academy**
- **6 Hour Legal Con-Ed at University Center (RM U111), Friday, March 15<sup>th</sup> from 9:00am to 4:00pm with Gwen Besner, The Acme Institute**  
[REGISTER ONLINE](#)
- **Pricing Strategy Advisor (PSA) Certification Course, (includes 7 hrs elective ce) at the University Center Gaylord. Thursday, April 11<sup>th</sup> from 9am to 4:30pm,, with Rick Conley, Real Estate Education Services, INC. Registration fee, \$149.00 [Register Online](#)**

**REALTOR® Safety - Level 1 & Level 2 – Self Defense  
Each Level Includes 4 Hours Continuing Education**

**Presented By: Michael Munyan, Security Specialist**

**FRIDAY, APRIL 12<sup>th</sup>, 2019 AT THE ALPINE LODGE  
833 W. Main St., Gaylord**

**Level 1 – Self-Defense against Unarmed Attacks: 8am – 12pm ([REGISTER](#))**

**Level 2 – Self-Defense against Armed Attacks: 1pm – 5pm ([REGISTER](#))**

***\*Choose a level for 4 hours CE or complete both for a total of 8 hours CE\****

***\*Comfortable clothing recommended for hands on training.\****

Each class will provide REALTORS® the most comprehensive training, tactics and defense techniques available to ensure your safety in the course of your daily tasks.

**RESIDENTIAL SOLD INFORMATION FOR JANUARY**

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2018	2019	2018	2019	2018	2019	2018	2019
Alcona	4	2	514,450	198,000	128,612	99,000	115,000	99,000
Alpena	22	17	1,548,400	1,855,400	70,381	109,141	65,500	99,500
Antrim	0	3	0	293,000	0	97,666	0	90,000
Cheboygan	23	19	3,390,550	4,493,400	147,415	236,494	114,000	142,000
Chippewa	0	0	0	0	0	0	0	0
Crawford	8	19	1,086,900	2,476,400	135,862	130,336	120,000	102,500
Mackinac	2	2	97,500	281,000	48,750	140,500	48,750	140,500
Montmorency	14	15	1,125,025	1,256,000	80,358	83,733	69,000	67,000
Oscoda	9	14	884,500	1,581,400	98,277	112,957	72,000	89,750
Otsego	27	17	3,494,244	3,713,422	129,416	218,436	115,000	197,522
Presque Isle	12	11	1,621,600	880,900	135,133	80,081	65,950	57,900

**MLS Corner**

- New Rule as of February 1<sup>st</sup>: **All Residential Listings must indicate the level of each room**, ie. baths, bedrooms, family rooms, etc. Please make sure that you are selecting the room levels when adding residential listings.
- “Coming soon” status is now live on Flex MLS. Please call the Board office if you have questions on how to proceed with a coming soon listing.

**“REALTOR OF THE MONTH”  
Margie Haaxma, Banner Realty**



Margie has been involved in Real Estate since 1990 when she started Banner Realty in Alpena. She has since been involved in her community to make it a better place. Margie recently brought to the board’s attention a new ordinance in Alpena Township that was in final review that would require Point of Sale inspections for rental properties. The Water Wonderland Boards President, Amy Wilson, drafted a letter on behalf of the board to be presented at the next meeting. She also contacted Michigan Realtors for help and they in turn had legal counsel draft a letter against this action. All this happened very quickly but it started with one email. Margie is now on the committee to help with overseeing this ordinance and its implications. Thank you, Margie for your involvement. This is now on everyone’s radar.

*\*Members are encouraged to nominate a fellow member who is doing something special in their community\**

**GET INVOLVED!  
COMMITTEE MEMBERS NEEDED**

The Water Wonderland Board of REALTORS® is looking for members to serve on the following committees:

- Professional Standards,
- Grievance,
- Education,
- RPAC, and
- Golf Outing

Please email [jeannie Rizzardi](mailto:jeannie.rizzardi@wwbr.com), if you are interested in serving on a committee!

**Are You Among the 66% of REALTORS® Who Give Back?**

NAR’s Good Neighbor Awards recognize REALTORS® who have made an extraordinary impact on their community, or on the national or world stage, through volunteer work. **Finalists will be announced in August 2019.**

**Eligibility Criteria:**

1. Nominees must be members of NAR in good standing.
2. Nominees should have made a significant impact as a volunteer for 501(c)3 nonprofit organization. Eligible activities are not limited to real estate or housing issues and may include volunteer work done overseas.
3. Nominees should have made a significant contribution of personal time, but contributions of money, materials, or other resources will be considered by the judges as well.
4. Nominees will be judged on level of personal contribution, impact of personal contribution, broadness of impact, and the project’s suitability as a role model for other REALTORS®.
5. The award is intended to recognize individual contributions, not association- or company-wide efforts. However, if an individual within your company can be singled out as instrumental to the success of a group effort, he or she is eligible. If the achievements of two people (such as a married couple or co-founders of an organization) absolutely cannot be separated, they can enter as a pair and their entry will be considered as one.
6. Some portion of the nominee’s community work must have taken place between January 2018 and May 2019, but judges will also consider ongoing efforts outside that time frame that demonstrate a depth of commitment.
7. Nominees should be able to document the results of their individual involvement through published reports and/or testimonials from the organization they served or the people they helped.
8. Applications must be completed and submitted online. REALTORS may nominate themselves or may be nominated by someone else.
9. The grants must be issued to a U.S. 501(c)3 nonprofit organization.

**APPLY NOW**