



The WWBR News & Views

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Professionals Dedicated to Progress

March 12, 2021

2021 Board of Directors

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President

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Director

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Director

BOARD STAFF

Jeannie Rizzardi
Association Executive

Gracie Goddard
Executive Assistant

Julie Hull
MLS Specialist



NEW MEMBER APPLICATIONS:

Cody Bellmer – C21 Northland Alpena
 Blair Hess – Rocket Homes
 Renita West – Exit Realty Premier

WELCOME NEW MEMBERS:

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

DROPS:

Melissa Laver – Exit Realty Premier
 Kimberly Schultz – Re/Max Alpena



2021 SCHOLARSHIP APPLICATION

Applications are due on Friday, April 30th!

Two scholarships available for 2021 students attending college in the Fall: \$1,000 and \$500.

Click [HERE](#) for the criteria.

Fax to: 989-732-8231 or

Email to: board@waterwonderlandboard.com

SENTRILOCK LOCKBOXES

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 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

WWBR GOOD NEIGHBOR AWARD PROGRAM

Deadline 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.

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

2021 UPCOMING EVENTS

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

***Three Hour Legal CE:** Thursday, March 25th, 2021 at 9am to 11:30am with Peter Banwell (SPACES AVAILABLE) **NO SHOWS WILL BE FINED \$25. Please call or email to cancel your registration 24 hours ahead of time.**

* **Three Hour CE & COE:** Thursday, April, 15th, 2021 at 1pm to 3:30 pm with Peter Banwell. (SPACES AVAILABLE) **NO SHOWS WILL BE FINED \$25. Please call or email to cancel your registration 24 hours ahead of time.**

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

[REGISTER ONLINE](#)



- **FLEX FIELD CHANGES FEBRUARY 2021**

Mandatory Field Internet Available: None, DSL, Fiber, Cable, Hot Spot, Satallite.

Multi-Family: Add lease end date to each unit information.

Interior Features Residential and Multi-Family: Check box field for Radon System Installed.

If you have field(s) add/change suggestions, email them to Jeannie to be for our next add/change Flex field meeting in July.

- **MLS POLICY REMINDER**

With showings starting to increase, we wanted to remind members that there is a policy in place in regards to what can be left after a showing. This policy was put in place when large marketing material and flyers were being left at homes after showings. After a showing an agent may leave a standard size business card or sign in on a sign in sheet, but may not leave any other marketing material behind.

- **BUSINESS CARDS AFTER SHOWINGS POLICY**

After a showing an agent may leave a standard size business card, or sign into a sign in sheet. No other marketing material may be allowed. (November 2016)

Market Trends & Statistics FLEXMLS Webinar
Mar 23, 2021 | 12:00 PM EASTERN STANDARD TIME

If you're interested in learning more about statistical reports in Flexmls, this webinar is for you. We'll take a detailed look at both the Market Summary Report and the My Market Report.

[Registration \(gotowebinar.com\)](http://gotowebinar.com)

2021 REALTOR® & AFFILIATE OF THE YEAR NOMINATIONS

- To nominate one of your fellow REALTORS® who you believe fits the above criteria, fill out the [Nomination Form](#).
- To nominate a WWBR Affiliate member who you feel meets the criteria fill out the [Nomination Form](#).

All nominations due to the WWBR Board Office by July 16th, 2021

VIRTUAL SHOWING & VIRTUAL TOURS BEST PRACTICES

As REALTORS® pivot to technology and virtual methods to show homes and properties, NAR compiled these handy links and resources to get you started. [CLICK HERE](#) for more information and resources!

SOCIAL MEDIA TIP

Advertising on social media sites can attract attention and clients, but if you're not careful, it can also bring you something you don't desire **TROUBLE**. Regardless of the social medium you are using, any post-type-advertisement for your listing must clearly include your name, brokerage firm, and brokerage address OR brokerage phone number to ensure your compliance with the Code of Ethics and State License Law. **Follow this quick tip and now you're ready to post, tweet, snap, and pin!!**

MDHHS OPEN HOUSE UPDATE

Q: What gathering rules apply to open house events and private real estate showings?

A: Any event that takes place in or at a residence must adhere to the residential gathering limits – even if the residence is vacant. Accordingly, open houses, real estate showings, and all other events at residential properties must not exceed 15 people from 3 households indoors at the same time.

Open houses can be held; however, no more than three households (the listing agent and two prospective buyer households) can be inside the home at one time. Seller clients may still authorize non-traditional open houses whereby the listing agent can advertise parameters for seeing the property in advance, requiring some form of sign-in with the listing agent that the prospective buyer has arrived, and the prospective buyer would wait in their vehicle until they are notified that it is their turn to tour the home. This way, the listing agent is able to ensure that only three households are in the residence at a given time. Of course, it must also be an arrangement that the Seller is comfortable with.

RESIDENTIAL SOLD INFORMATION FOR FEBRUARY

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2020	2021	2020	2021	2020	2021	2020	2021
Alcona	4	5	388,300	698,700	97,075	139,740	66,200	129,900
Alpena	25	22	3,018,300	1,979,740	120,732	89,988	115,000	80,450
Antrim	2	6	270,000	943,000	135,000	157,166	135,000	157,500
Cheboygan	11	33	1,371,050	6,603,749	124,640	200,113	112,000	175,000
Chippewa	0	0	0	0	0	0	0	0
Crawford	15	12	1,750,100	1,664,631	116,673	138,719	115,000	136,566
Mackinac	3	4	465,500	384,000	155,166	96,000	154,000	112,500
Missaukee	3	3	351,250	508,000	117,083	169,333	80,000	169,900
Montmorency	8	14	796,400	1,660,700	99,550	118,621	78,500	104,000
Oscoda	4	7	302,000	718,500	75,500	102,642	79,000	95,000
Otsego	24	25	3,166,000	6,472,055	131,916	258,882	121,500	220,000
Presque Isle	9	5	815,050	864,600	90,561	172,920	49,900	160,000
Roscommon	40	34	4,868,754	5,541,574	121,718	162,987	84,450	108,250
Wexford	2	0	527,500	0	263,750	0	263,750	0