



The WWBR News & Views

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Professionals Dedicated to Progress

November 8, 2019

2019 Board of Directors

Amy Wilson
President

Roger Kopernik
Vice President

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Cory McMurphy
Director

Cheryl Schlehuder
Director

Carol Steiger
Director

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Director

Kathie Parks
Director

Leslie Burroughs
Director

BOARD STAFF

[Jeannie Rizzardi](#)
Association Executive

[Gracie Goddard](#)
Executive Assistant

[Julie Hull](#)
MLS Specialist

NEW MEMBER APPLICATIONS:

Cynthia Florek – BHHS Indian River
 Tracie Kolhoff – CB Schmidt Cheboygan
 Suzanne Loperfido – UC Great Lakes

WELCOME NEW MEMBERS:

Jane Rundell – Cardinal Real Estate

DROPS:

Robert Boynton – Robert Boynton Appraisals
 Ruth Gray – Gray & Associates
 Michael Leysen – 2 Close Housing
 Rhonda Robbins – Real Estate One Alpena



Help Make Christmas Possible for a less fortunate child. Drop off an unwrapped toy to the Board Office to support our Toys for Tots Drive!

Accepting toys until December 13th!

REALTOR® RING DAY

A CHANCE TO GIVE BACK



1 hour shifts at the following Locations:

Thursday, December 5th at Cheboygan Wal-Mart (Food Door): 1pm to 6pm

Friday, December 6th at Alpena Wal-Mart (Food Door): 10am to 6pm

Friday, December 6th at Gaylord Wal-Mart (Food Door): 12pm-1pm, 2pm-3pm, 4-5pm, 5pm to 6pm

CALL GRACIE to register for a shift at:
(989) 732-8226!

2019 ANNUAL MEETING HIGHLIGHTS

- Thanks to those that attended, we had 100+ REALTOR® & Affiliate Members.
- Thank you to our Sponsors: Alpine Title, Big Moose Home Inspections, MBank, and Northland Area Credit Union.
- Our Affiliate Vendors offered information on their services & had great door prizes.
- During our Silent Auction, we raised \$1,005 towards RPAC!!!
- 2020 Board President Roger Kopernik was sworn in.
- Awards presented to REALTOR® of the Year David Carpenter of BHHS Indian River and Affiliate of the Year Kimberly Cool of Green Stone Farm Credit Services.
- Our Keynote Speaker, Sean Carpenter, gave a memorable presentation on how to grow your Real Estate Business and Personal Growth in 2020.
- We also collected two heaping boxes full of toys for our Toys for Tots Drive!



The WWBR Office will be CLOSED Thursday, November 28th & Friday, November 29th for the Thanksgiving Holiday

CONGRATULATIONS! The following members were elected to serve on the 2020 WWBR Board & MLS Board of Directors

BOARD OF DIRECTORS

LESLIE BURROUGHS



DENNY TRYBAN



AMY WILSON



MLS BOARD OF DIRECTORS

JANET CRANE



LESA JARSKI



MIKE VIZINA



“What exactly should Total Square foot include” from an appraisal standpoint? By Larry Curriston, North Michigan Appraisal

Appraisers typically have to answer 3 questions about the square footage of the home:

1: ABOVE GROUND SQUARE FOOTAGE, includes all livable space that is “heated” and “finished” to the same quality as the main floor of the home. That would include any heated and livable enclosed porches, as long as they are used year round. Any unheated areas such as decks, porches etc would not be include. It also does not include any areas that are below ground, even if it is ¾ above ground. A good rule of thumb is if the above ground portion has wood framed flooring and walls and the lower portion is partly cement block walls and concrete floor, then you would split the two into above and below ground portions and the below ground would be considered basement.

2. BELOW GROUND SQUARE FOOTAGE, (Basement) This is the lower part of the home that has the concrete walls and floor, no matter if it is finished, a walk out, has windows and doors, completely buried etc. (an all-weather wood foundation would be the exception to this rule, it is still a basement as it is partially below ground).

3. BELOW GROUND FINISHED SQUARE FOOTAGE, This is the percentage of the “below ground square footage” (basement) that is finished and livable, it is important as appraisers to know exactly what is in the basement, if it is 100% finished, is there simply a large family room with no partitions, or is the basement framed and has a family room, 2 bedrooms, a bath and office. Both are 100% finished, but of course the cost to build is much higher for a partitioned basement and as appraisers we give a great deal more value to high quality finished basement, than to an open family room.

You should never mix the bedroom and bath count between the basement and above ground areas, as it can be very confusing. If it is listed as a 5 bedroom, 3 bath home with a finished walkout basement containing 2 bedrooms and a bath downstairs, is it actually 7 bedrooms, 4 baths? Or does it have 3 bedrooms, 2 baths upstairs and 2 bedrooms, 1 bath in the basement? If it has only 3 bedrooms, 2 baths in the above ground area, then as appraisers we consider it a 3 bedroom home with a finished basement containing 2 bedrooms. As realtors, buyers or sellers, it would be considered a 5 bedroom home, and I can certainly see from a marketing standpoint wanting to list it as a 5 bedroom home, but as appraisers a simple comment about exactly what rooms are above grade and what rooms are below grade would be very helpful, due to our reporting requirements.

OK, now for the real question, out of all of this, what exactly is “total square footage”? My opinion of this would be simply a combination of the above ground and the below ground square footage (both finished and unfinished). So if you have a 1,000SF ranch on a full 1,000SF basement that is 50% finished, you also have an enclosed 3 season porch (not heated), a deck, patio and 500 SF garage. You would combine the above ground and below ground for a total of 2,000 SF to obtain the Total Square Footage of the home. If you had a 3,500 SF home that has a total square footage of 4,500 SF, then you would know that 1,000 SF of that is basement, then it is just a matter of knowing what percent of the basement is finished and what quality finish that might be?

RESIDENTIAL SOLD INFORMATION FOR OCTOBER

| COUNTIES | SALES | | VOLUME | | AVG. SALES | | MEDIAN SALES | |
|--------------|-------|------|------------|------------|------------|---------|--------------|---------|
| | 2018 | 2019 | 2018 | 2019 | 2018 | 2019 | 2018 | 2019 |
| Alcona | 7 | 9 | 831,850 | 1,097,400 | 118,835 | 121,933 | 139,500 | 130,000 |
| Alpena | 39 | 34 | 4,502,600 | 3,926,800 | 115,451 | 115,494 | 88,500 | 90,000 |
| Antrim | 5 | 9 | 620,100 | 889,999 | 124,020 | 98,888 | 120,000 | 102,000 |
| Cheboygan | 33 | 51 | 5,678,890 | 10,803,565 | 172,087 | 211,834 | 115,000 | 150,000 |
| Chippewa | 1 | 1 | 188,000 | 25,000 | 188,000 | 25,000 | 188,000 | 25,000 |
| Crawford | 24 | 23 | 2,452,500 | 2,617,100 | 102,187 | 113,786 | 79,250 | 115,000 |
| Mackinac | 3 | 5 | 548,000 | 1,174,000 | 182,666 | 234,800 | 130,000 | 220,000 |
| Montmorency | 25 | 25 | 2,381,907 | 3,089,000 | 95,276 | 123,560 | 59,900 | 109,900 |
| Oscoda | 30 | 14 | 2,410,406 | 1,098,000 | 80,346 | 78,428 | 63,750 | 69,500 |
| Otsego | 65 | 51 | 10,295,278 | 7,876,300 | 158,388 | 154,437 | 126,500 | 155,000 |
| Presque Isle | 22 | 19 | 2,144,450 | 2,058,250 | 97,475 | 108,328 | 76,500 | 95,500 |

**Help us reach our 2019 RPAC Fundraising Goal!
WE ARE \$3,260 AWAY FROM OUR ANNUAL GOAL!**

RPAC funds are used to support Candidates who stand behind REALTOR® related-initiatives, fight for issues and fight against burdensome regulations. RPAC is the real estate industry’s insurance to promote and protect the real estate profession.

[INVEST ONLINE](#)

Please note that your Username and Password Are your NRDS #

