



The WWBR News & Views

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Issue No. 10

Professionals Dedicated to Progress

October 11, 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

Kathie Parks
Director

Leslie Burroughs
Director

BOARD STAFF

[Jeannie Rizzardi](#)
Association Executive

[Gracie Goddard](#)
Executive Assistant

[Julie Hull](#)
MLS Specialist

NEW MEMBER APPLICATIONS:

Jane Rundell – Cardinal Real Estate

WELCOME NEW MEMBERS:

Tim Ash – Century 21 Northland
Joshua Croff – Verity Real Estate
Jacqueline Kimball –Exit Realty Premier
OJO HOMES LLC
Chris Ritchie – Mackinac Properties
Christopher Stevens
John Van Schoick – REO Alpena
Jenny Vogelaar – Hillman Real Estate

TRANSFERS:

Dan Ludlow to REO Alpena
Nancy Smithem to REO Alpena
Beth Miller to C21 Eagle Mio
Warren Miller to C21 Eagle Mio

DROPS:

AuSable Outdoors, LLC
Dale Adrian – REO Alpena
Nicole Bartlett – REO Alpena
Jeffrey Gardner – AuSable Outdoors, LLC
Shantina Hatfield – C21 Northland
Claudia Linares – REO Alpena
Mark Ratajczak – AuSable Outdoors, LLC
Louella Shellenbarger–Heritage House Realty
Michael Smith – Huston Real Estate
Nathan Willet – BHHS Gaylord
Leslie Wilson – RE Alpena

AFFILIATE FAIR

Friday, November 1st, 2019

9am to 10am

Otsego Club Ball Room, Gaylord

Doors open at 8am for display set up

Fill out [registration form](#) to reserve your table!

WWBR Annual Meeting & Affiliate Fair

Friday, November 1st, 2019 at Otsego Club Ballroom, 696 M-32 East, Gaylord, MI.

- 9:00am to 10:00am – Breakfast Buffet, Affiliate Fair, & Silent Auction
- 10:00am to 12:30 pm – Annual Meeting & Guest Speaker: Sean Carpenter, Sean Speaks, LLC

***Please bring an unwrapped toy for our Toys for Tots Drive!**

EARLY REGISTRATION ENDS ON FRIDAY, OCTOBER, 18th!

[REGISTER ONLINE](#) OR CALL THE BOARD OFFICE AT (989) 732-8226

Run for a Seat on the Board or MLS Board of Directors!

To seek nomination, please contact:

- A [Water Wonderland Board of Directors](#),
- A [MLS Board of Director](#),
or
- [Jeannie](#) at the Board Office.

**NOMINATIONS DUE:
WEDNESDAY, OCTOBER 16th,
2019**

USDA 1 HOUR CONTINUING EDUCATION – FREE TO MEMBERS

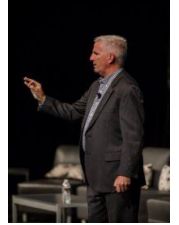
Instructor: Michelle Collins of The USDA

Thursday, Oct. 17th, 2019 at The University Center in Gaylord from 11am-1:30pm

[Register Online](#) or Call the Board Office at (989) 732-8226

DON'T MISS NATIONAL SPEAKER SEAN CARPENTER AT THE WWBR ANNUAL MEETING NOVEMBER 1ST!

Sean's mission is to *“teach with passion and enthusiasm instilling confidence and excitement in his students.”*



TESTIMONIALS:

“Sean did a great job presenting information in a way that we connected to. The varied teaching and tech tools including the videos, slides & NAR research really helped to reinforce the information and concepts being offered. Using the workbook that Sean provided also helped me to retain the information and makes a great reference guide. Oh... love the “CarpArt” too!” – John Mangas, ReMax Preferred, Toledo.

“Sean is an amazing trainer and presenter. He gets people excited about real estate and excited about taking their own business to the next level. I am not someone who likes sitting through training classes, but I will seek out and attend classes to attend when I find out that Sean is going to be the teacher or a presenter. He is positive, funny and can make any dull topic exciting and FUN!”– Paula Gilmour, Realtor, Coldwell Banker King Thompson Realtors.

“Sean is one of the most talented, forward-thinking, innovative, and inspiring individuals that I have ever had the privilege of working with. He constantly challenges himself to get better, is tireless in his pursuit of creativity and genuinely cares about his co-workers, his family and himself. He takes pride in a job well done, has an intensity that drives others to improve, and is truly a rare talent at the international level. Also a talented public speaker, Sean has the ability to take complex subject matter and adapt it to the audience, and deliver the content with passion, sincerity, and caring. Our company is better because of Sean’s work. I am better because of Sean’s work.”– Jim Stevenson, President at the International Center for Creativity

OPEN HOUSE SAFETY - [Beverly Carter Foundation](#)

Before your open house:

- Prepare the Sellers. Remind the sellers to put their valuables in a secure place.
- Find a Buddy. Do you have an industry affiliate, a family member, friend, or another agent that can join you?

During your open house:

- Avoid Certain Rooms. Avoid entrapment risk in rooms such as attics, basements, and those with tight quarters.
- Evaluate Every Prospect. If possible, make a quick note of each prospect including their vehicle and physical description.
- Check-In Regularly. If alone, call the office or your buddy regularly.

After your open house:

- Closing with a Buddy. This time presents several risks for criminals to take advantage of the situation.
- Secure the Home. Ensure that all windows and doors are locked.
- Express gratitude. Follow-up with any neighbors, police, or fire department that stopped by.

RESIDENTIAL SOLD INFORMATION FOR SEPTEMBER

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2018	2019	2018	2019	2018	2019	2018	2019
Alcona	8	9	1,013,300	1,676,900	126,662	186,322	112,500	129,000
Alpena	38	34	3,475,867	3,638,860	91,470	107,025	76,000	110,450
Antrim	4	5	547,000	653,900	136,750	130,780	44,000	145,000
Cheboygan	47	29	8,902,279	6,277,500	189,410	216,465	148,000	158,000
Chippewa	0	2	0	127,500	0	63,750	0	63,750
Crawford	17	20	1,791,800	2,681,200	105,400	134,060	98,900	136,500
Mackinac	2	4	279,500	502,500	139,750	125,625	139,750	126,250
Montmorency	23	20	4,237,266	3,294,500	184,228	164,725	150,000	133,500
Oscoda	18	21	1,463,400	1,761,650	81,300	83,888	63,500	60,250
Otsego	58	55	9,312,500	9,692,600	160,560	176,229	143,750	160,000
Presque Isle	21	24	2,665,162	3,221,888	126,912	134,245	105,000	141,250