



The WWBR News & Views

122 S. Otsego Avenue, Gaylord, MI 49735 Phone: (989) 732-8226 Fax: (989) 732-8231

E-mail board@waterwonderlandboard.com & mls@waterwonderlandboard.com Website: <http://www.waterwonderlandboard.com>

Issue No. 2

Professionals Dedicated to Progress

February 14, 2020

2020 Board of Directors

Roger Kopernik
President

Denny Tryban
Vice President

Peter (Bill) Whyte
Secretary/Treasurer

Cory McMurphy
Director

Cheryl Schlehuder
Director

Carol Steiger
Director

Amy Wilson
Director

Kathie Parks
Director

Leslie Burroughs
Director

BOARD STAFF

[Jeannie Rizzardi](#)
Association Executive

[Gracie Goddard](#)
Executive Assistant

[Julie Hull](#)
MLS Specialist



NEW MEMBER APPLICATIONS:

Arrow Appraisal Service
Thomas Mili – Arrow Appraisal Service
Michelle Millikin – Homewaters Real Estate
Janelle Reach – CB Schmidt Gaylord

WELCOME NEW MEMBERS:

Heart of Up North Realty - Mary Becker
Tiffany Komperda – CB Fairbairn
Cindy Hanes – Exit Waterway
David Jelonek – CB Schmidt Gaylord
Ginny McClarren – Evergreen Home Realty
Gerald Stanley – EXP Realty

DROPS:

Jane Rundell – Cardinal Real Estate



THE MASTER LOCK COMPANY

**We are accepting orders for Lock Boxes!
All orders are due March 18th, 2020!**

[LOCK BOX ORDER FORM](#) OR [LOCK BOX FINANCE FORM](#)

COST per lockbox is \$130 OR **Finance them** for \$6.25 per lock box (ONLY Brokers can finance Lockboxes for their office).

If you are interested, please fill out either the order or finance form and return by fax (989) 732-8231 or email:

board@waterwonderlandboard.com

GET YOUR REALTOR® CHILI-MAKING TEAM TOGETHER AND COMPETE FOR TOP CHEF HONORS

\$15 Admission (all proceeds go to RPAC)

Date: Thursday, March 12th, 2020

Time: 11:30am to 2:00pm

Location: The Otsego Grand Event Center, 610 S. Wisconsin Ave, Gaylord

Bring the chili HOT!! We will be serving at noon. We will provide; sample cups, utensils, cheese, crackers, and drinks

CALL THE BOARD OFFICE (989) 732-8226 or mls@waterwonderlandboard.com TO ENTER INTO THE CHILI CONTEST!

LEGAL UPDATE: FEMA & FLOOD ZONES

Instructor: Karol Grove, Alpine Land Surveying

Location: The Otsego Grand Event Center, 610 S. Wisconsin Ave, Gaylord

Date: Thursday, March 12, 2020

Time: 11:30am to 2:00pm

Cost: \$15 (All Proceeds Go To RPAC)

**Registration fee includes 2 hours legal continuing education & tasting/one vote for our Chili Cook-off. Additional votes available for purchase. RPAC Silent Auction.*

[REGISTER ONLINE](#)

SIX HOUR CONTINUING EDUCATION CLASSES

3 LOCATIONS: Alpena, Cheboygan, Gaylord

- Six Hours Legal Continuing Education with Gwen Besner, The Acme Institute on Friday, April 17th, 2020 at the Cheboygan Public Library, 100 S. Bailey St., Cheboygan Mi. from 9am to 3pm. Lunch sponsored by Citizens National Bank
- Six Hours Continuing Education (Includes Legal & Code of Ethics) with Peter Banwell on Thursday, April 30th at the Alpena Community College (CTR 106), 665 Johnson St., Alpena from 9am to 3pm. Lunch sponsored by Big Moose Home Inspections.
- Six Hours Continuing Education (Includes Legal & Code of Ethics) with Peter Banwell on Friday, May 1st at the University Center (Room U111), 80 Livingston Blvd., Gaylord from 9am to 3pm. Lunch sponsored by AmeriFirst Home Mortgage.

[REGISTER ONLINE](#)



GET MOTIVATED FOR 2020

At the Michigan Realtor's Achieve Conference in late January, the Water Wonderland Board of Directors had the chance to get motivated with National Speaker, Jake Thompson. We would like to share with you one of his helpful tools that he shared with us. The "Jake Thompson" Score Card. [Click Here](#) for the blank score card that you can fill out, and an example one that our WWBR President, Roger Kopernik, filled out for one of his weeks.

"Here is the Jake Thompson Score Card. I print it out each week, put 3 main daily goals in there, and try to read a chapter as soon as I get in. Prompter is a great unbranded app that allows us to write down 12 daily affirmations, click a picture, send it in, for 28 days. Then we get a new list of 12. This scorecard will absolutely help others. I can see my score as I cross out my daily habits I'm trying to form." stated Roger Kopernik, president WWBR. [Roger's sample scorecard](#)

"You don't need to "feel motivated" this week. You just need to "COMPETE". Remember: action precedes motivation - not the other way around." (JAKE THOMPSON)

FLEX FIELD ADD/CHANGES (Lakes, Rivers, Features, Etc.)

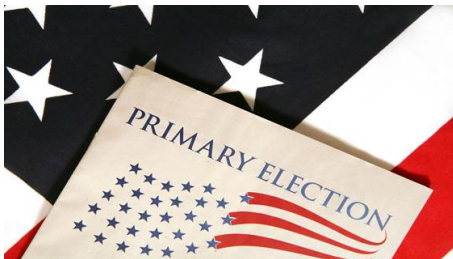
Please email your requests to Jeannie:
board@waterwonderlandboard.com by
Feb.17th.

Pre-Licensing Class

Blue Water Real Estate School is offering personalized real estate pre-licensing class on the following dates: 03/23/2020 to 03/27/2020
Pre-register at <https://bluewaterrealestateschool.com/>. Class will be held at the University Center of Gaylord located at 80 Livingston Blvd., Gaylord, MI 49735. Class will be from 8:30 am to 4:30 pm. Cost is \$285.00.



**MICHIGAN PRIMARY
Tuesday, March 10th, 2020**



"That's Who We R," NAR's national advertising campaign, helps consumers understand that REALTORS® are real estate experts in their local communities, who abide by NAR's Code of Ethics and fight for real estate dreams and property rights.

This year's ads rally consumers to "Look for the R" for reassurance, resources, and reliable guidance on their path to property ownership. The five "Look for the R" TV spots include "First Real Home," "Raise the Bar" and "Resource":

- First Real Home :30: <https://youtu.be/6-uy496yKg>(link is external)
- First Real Home :15: <https://youtu.be/6lT3Woo5uAg>(link is external)
- Raise the Bar :30: <https://youtu.be/Mv36sgaKtaM>(link is external)
- Raise the Bar :15: <https://youtu.be/1bfODNiyMD4>(link is external)
- Resource: <https://youtu.be/rzpjzoJyBJA>(link is external)

[View the press release](#) for more information.

RESIDENTIAL SOLD INFORMATION FOR JANUARY

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2019	2020	2019	2020	2019	2020	2019	2020
Alcona	2	5	198,000	546,800	99,000	109,360	99,000	121,000
Alpena	17	29	1,855,400	3,068,850	109,141	105,822	99,500	96,550
Antrim	3	2	293,000	375,000	97,666	187,500	90,000	187,500
Cheboygan	19	18	4,493,400	3,629,404	236,494	201,633	142,000	164,200
Chippewa	0	0	0	0	0	0	0	0
Crawford	19	8	2,476,400	1,133,900	130,336	141,737	102,500	126,500
Mackinac	2	4	281,000	673,400	140,500	168,350	140,500	189,450
Montmorency	15	5	1,256,000	414,550	83,733	82,910	67,000	49,000
Oscoda	14	11	1,581,400	1,079,300	112,957	98,118	89,750	56,000
Otsego	17	24	3,713,422	3,478,000	218,436	144,916	197,522	137,500
Presque Isle	11	12	880,900	4,900,400	80,081	408,366	57,900	111,000