



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. 1

Professionals Dedicated to Progress

January 18, 2019

2019 Board of Directors

Amy Wilson
President

Roger Kopernik
Vice President

Peter (Bill) Whyte
Secretary/Treasurer

Cory McMurphy
Director

Cheryl Schlehuber
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:

Scott Green – CB Schmidt Indian River
Timothy Lutes – Lakeshore Realty
Marjorie Moore – Cardinal Real Estate
Marcia Taylor – Century 21 UpNorth
Leslie Wilson – Real Estate One Alpena

WELCOME NEW MEMBERS:

Melissa Frisch – Century 21 Crow Realty
Donald LaBarre – REO Alpena
Jean Thomas – Century 21 Crow Realty

TRANSFERS:

Heather Nutt to CB Schmidt Indian River
Larry Scanlon to CB Schmidt Gaylord

DROPS:

Gary Isaman
John Pompei – CB Schmidt Gaylord

Pricing Strategy Advisor (PSA) Certification Course

**LOADED WITH 7 ELECTIVE CON-
ED CREDITS-CE Marketplace
Certified**

Date: Thursday, April 11, 2019

**Where: University Center, 90
Livingston Blvd. Gaylord, MI 49735**

**Sign-in: 8:30am. Course: 9am –
4:30pm**

Cost: Only \$149.00

[Register Online](#)

INSTRUCTOR: Rick Conley, Real
Estate Education Services, INC

Exit the Course as an Expert!

- Identify the purpose and benefits of CMAs and define key terms related to pricing.
 - Recognize appropriate criteria, resources, and guidance in choosing comparables.
 - Discuss with confidence your CMA and pricing Strategies with clients.
- AND MORE!**

6 HOUR LEGAL CONTINUING EDUCATION Free to Members

- **Alpena Community College (CTR 106),**
Date: Wednesday, March 13th, 2019
Time: 9:00am to 4:00pm (registration at 8:30am)
Instructor: Peter Banwell, The Real Estate Academy

- **Cheboygan Public Library,**
Date: Thursday, March 14th, 2019
Time: 9:00am to 4:00pm (registration at 8:30am)
Instructor: Peter Banwell, The Real Estate Academy

- **University Center (RM U111),**
Date: Friday, March 15th, 2019
Time: 9:00am to 4:00pm (registration at 8:30am)
Instructor: Gwen Besner, The Acme Institute

[REGISTER ONLINE](#)

3rd ANNUAL WWBR RPAC CHILI COOK-OFF & LEGAL UPDATE

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

DATE: Thursday, February 21st, 2019

TIME: 11:00am to 2:00pm

Registration Fee: \$15.00 (all proceeds go to RPAC)

Fee includes; Two Hours of Legal Update on Marijuana in
Real Estate presented by Becky Gean from Michigan
REALTORS®, Chili Tasting, 1 vote for Best Chili and 1 vote
for Best Decorated Table.

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

Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS(r) RPAC. All amounts forwarded to the National Association of REALTORS(r) RPAC are charged against the applicable contribution limits under 52 U.S.C. 30016. Nothing herein shall be construed as a solicitation of contributions from non-members. A copy of the federal report, filed by National RPAC with the Federal Election Commission, is available for purchase from the Federal Election Commission, Washington D.C. 20463. State reports are filed with the Michigan Secretary of State, Elections Division, Lansing, Michigan.

RESIDENTIAL SOLD INFORMATION FOR DECEMBER

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2017	2018	2017	2018	2017	2018	2017	2018
Alcona	5	6	691,500	1,012,500	138,300	168,750	122,000	171,750
Alpena	24	31	2,416,000	2,953,600	100,666	95,277	83,450	90,000
Antrim	7	6	653,279	571,400	93,325	95,233	100,000	90,950
Cheboygan	31	25	4,327,450	5,769,057	139,595	230,762	90,000	149,500
Chippewa	0	1	0	79,000	0	79,000	0	79,000
Crawford	31	25	4,327,450	5,769,057	139,595	230,762	90,000	149,500
Mackinac	4	4	505,000	358,000	126,250	89,500	125,000	97,500
Montmorency	9	9	1,112,900	728,800	123,655	80,977	124,000	71,000
Oscoda	14	11	1,177,800	870,250	84,128	79,113	45,325	60,500
Otsego	36	30	4,847,650	4,524,411	134,656	150,813	132,500	111,000
Presque Isle	10	9	1,185,000	1,120,400	118,500	124,488	88,750	80,000



Otsego County Title, a member of Lighthouse Group and Alpine Title are collecting non-perishable food items & monetary donations for the Otsego County Food Pantry.

Donations can be dropped off at their Gaylord offices.

MLS Corner

- **FlexMLS Form Adds/Changes Requests:** send requests for additional lakes, rivers, etc to board@waterwonderlandboard.com by Monday, February 11th, 2019. *We are always accepting requests for add/changes.*
- **AS OF JANUARY 1st, IT IS MANDATED THAT A LISTING BE PLACED ACTIVE WITH CONTINGENCY...** If a listing has any accepted offer. If property is not showable, members are mandated to put listing pending.
- **NEW MLS RULE: "COMING SOON" status.** As of Feb 2019, all "coming soon" listings will need to be entered into the MLS under a "coming soon" status. A Pre-Marketing Addendum has been adopted and will be available in ZipForms mid-Jan 2019. Violations of this rule include suspension from the MLS and a fine not to exceed \$15,000.

Water Wonderland Members ~

President's Corner

I am honored and humbled to be writing this first President's Corner article for 2019. It has been an honor to be a part of such a great affiliation and the real estate industry in Northern Michigan. And each and every one of you should be as honored for your role as a Realtor of Northern Michigan.

As with many individuals, family units, businesses, and organizations it is not always those at the forefront that we see that are making things happen. This couldn't be truer for the Water Wonderland Board of Realtors. Behind our great membership are three awesome individuals who make things happen for your board. With that being said I offer a huge "THANK YOU" to Jeannie, Gracie and Julie who are the backbone to our office – we couldn't be who we are without them! So Thank You!!

I also would like to show my appreciation and many thanks to both the Directors of the Water Wonderland Board and to our Water Wonderland MLS Board. You folks are phenomenal, making things happen for our membership, and volunteering many, many hours of your time for the good of the Realtors of Northern Michigan. Thank You!! And last but not least, a huge THANK YOU to our fearless 2018 President, Roger Kopernik. What a fine example he is. It truly is his passion and it shows tremendously. Thank You Roger for all you have done for our board and the real estate industry as a whole.

The WWBR is already busy at work for 2019. Opportunities have already been presented to you to invest in yourself with educational sessions. The annual RPAC Chili Cook-Off will be held on February 21st with some great education included for a nominal fee. As well, notice has already been sent out for a Pricing Strategy Advisor Certification Course to be held in April. These are just a few of the awesome things coming your way in 2019. Invest in yourself and for your clients.

Let's Make 2019 Your Best Year Yet!!!!

Amy M Wilson