



The WWBR News & Views

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Issue No. 1

Professionals Dedicated to Progress

January 14, 2021

2020 Board of Directors

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Director

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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 OFFICE APPLICATIONS:

Berkshire Hathaway Home Services of Rockford
Key Realty TC
North & Company Realtors

NEW MEMBER APPLICATIONS:

Stephanie Adamson – Northern Lakes Properties
Joseph Albring – Key Realty TC
Pieternel Feeheley -BHHS Gaylord
Doug Gartley – Rocket Homes Real Estate
Katelyn Johnston – Evergreen Home Realty
Aaron Lawes – BHHS Gaylord
Larry Lauletta – BHHS Rockford
Diane Liston – BHHS Rockford
Jaime Lopez – North & Company Realtors
Connie Madej – BHHS Gaylord
Mike Mills – C21 Northland Houghton Lake
Gary Raska – BHHS Rockford
Joseph Schell – Up North Property Services
Gabriel Starks – BHHS Gaylord

WELCOME NEW MEMBERS:

Lauren Bake – C21 Northland Gaylord
Alicia Boyden – C21 Northland Gaylord
Zachary Giegler – Re/Max North
Laura Hart-Smith – CB Schmidt Gaylord
Jody Lobsinger – Heart of Up North Realty
Margeaux Rumble – BHHS Gaylord
Nicole Schneider – EXP Realty

TRANSFERS:

Tonya Calhoun to Exit Realty Premier
Candice Dennis to Key Realty TC
Pieternel Feeheley to Key Realty TC
Gordon Hoyem to Key Realty TC
Brian Jergenson to Key Realty TC
Aaron Lawes to Key Realty TC
Connie Madej to Key Realty TC
Jen Martin to North & Company Realtors
Elizabeth Quesenberry to Key Realty TC
Margeaux Rumble to Key Realty TC
Jeffrey Schwab to REO Alpena
Angela Sulkowski to Midge & CO
Hannah Techel to Key Realty TC
Brian Wallace to Key Realty TC

DROPS:

Jeffrey Demory – Huston Real Estate
JJ Earl – United Country Great Lakes RE

Gray Fischer – BHHS Indian River
Sheryl Krug – Camp Two Creeks
Rachael Matson – C21 Mio
Kristina McClerren – CB Schmidt Gaylord
Charity Proctor – CB Schmidt Cheboygan
Linda Taylor – Lakeshore Realty
Lori Walton – C21 Mio
Linda Westlake – Northern Lakes Properties
Tom Yankoviak – CB Schmidt Cheboygan

DECEASED:

Michael Myers EXP Realty

Hello fellow members of the Water Wonderland Board of Realtors, As you're outgoing President, I want to share something that will absolutely enhance your career and it's all free. NAR has a program called the C2EX or Commitment to Excellence program. "It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®." I am captain slowpoke when it comes to things like this, so if I can plod along and do it, so can you speedy smart ones. Many of you have may have already done this. [NAR - Commitment to Excellence](#) Also, NAR has put out a Fair Housing Simulation to bring awareness to discrimination, subtle or otherwise. It takes about an hour, for me, 90 minutes. Watch this to put yourself ahead of the rest. [Fair Housing Simulation](#). Plus, one more thing we all need to be aware regarding the Code of Ethics, and conduct outside the industry, " On November 13, 2020, NAR's Board of Directors strengthened REALTORS®' commitment to upholding fair housing ideals, approving a series of recommendations from NAR's Professional Standards Committee that extend the application of [Article 10 of the Code of Ethics](#) to discriminatory speech and conduct outside of members' real estate practices. Article 10 prohibits REALTORS® from discriminating on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity in the provision of professional services and in employment practices. The Board approved a new Standard of Practice under the Article, 10-5, that states, "REALTORS® must not use harassing speech, hate speech, epithets, or slurs" against members of those protected classes."**All the best in 2021.**

Roger Kopernik

Why You Should Be Using Flexmls Portals
Impress Your Clients & Grow Your Business

Flexmls Portals are the ultimate collaboration hub for you and your clients. These personalized, client-facing websites beautifully highlight you as the source of the most accurate listing content while giving your clients what they need, when they need it - all in a secure, online space. From sending portal invites, to easily gaining visibility into your client's property interests through Contact Activity, Flexmls has you covered. If you aren't yet utilizing the power of our Flexmls Portals, select your favorite learning method below to get up and running today!

Step By Step Guided Tours In Flexmls: [Launch Guided Tour: Customize Your Portal Preferences](#), [Launch Guided Tour: Invite A Contact To Use Your Portal](#)

Recorded Trainings: [Flexmls Portals On Any Platform](#), [Flexmls App For Homebuyers \(iOS\)](#), [Flexmls App For Homebuyers \(Android\)](#), [Portal Invitations](#), [Portal Preferences: The Ultimate Guide](#), [5 Tips For Effective Portals](#), [Portals 101](#), [Build Relationships With Your Clients](#)

Short Tip Videos: [Portal Preferences](#)

Announcements: [Introducing An Android App for Homebuyers](#), [The Portal Experience](#), [Streamline Communication With Your Clients](#), [Did You Know Their Portal Showcases YOU?](#)

Written Help: [Flexmls Portals](#), [Flexmls Portal FAQs](#)

Flexmls Portals For Your Clients: [Welcome To Your Flexmls Homebuyer Portal](#), [Welcome To Your Flexmls For Homebuyer App \(iOS\)](#), [Welcome To Your Flexmls For Homebuyer App \(Android\)](#)



- **FLEX FIELD ADD/CHANGES (Lakes, Rivers, Features, Etc.)** Please email your requests to Jeannie: board@waterwonderlandboard.com by Feb.15th.
- **RULE CHANGE: (12/2020)** Create a Sale MUST BE DONE WITHIN 21 DAYS FROM DATE OF CLOSING.

COMMITTEE MEMBERS NEEDED

The Water Wonderland Board of REALTORS® is looking for members to serve on the following committees: Education, Scholarship, Membership, Annual Meeting, Golf Outing, Fund Raising, RPAC, Grievance, Professional Standards and Policy Review. **Email Jeannie by January 18th:** board@waterwonderlandboard.com

RESIDENTIAL SOLD INFORMATION FOR DECEMBER

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2019	2020	2019	2020	2019	2020	2019	2020
Alcona	8	5	996,900	1,265,900	124,612	253,180	89,950	160,000
Alpena	37	42	4,213,550	5,613,394	113,879	133,652	107,000	120,750
Antrim	5	2	662,000	300,000	132,400	150,000	129,500	150,000
Cheboygan	34	40	6,775,695	8,768,401	199,285	219,210	138,000	182,500
Chippewa	0	3	0	375,000	0	125,000	0	90,000
Crawford	21	27	2,765,800	4,762,628	131,704	176,393	121,000	170,228
Mackinac	1	2	78,500	633,500	78,500	316,750	78,500	316,750
Missaukee	2	1	185,900	49,000	92,950	49,000	92,950	49,000
Montmorency	10	16	1,122,000	2,297,680	112,200	143,605	77,500	112,500
Oscoda	13	17	1,974,500	1,878,300	151,884	110,488	95,000	87,900
Otsego	50	52	7,524,680	10,125,400	150,493	194,719	139,000	161,500
Presque Isle	12	14	1,382,000	2,197,350	115,166	156,953	82,500	132,550
Roscommon	51	48	6,248,350	10,418,500	122,516	217,052	92,700	152,500
Wexford	0	1	0	127,220	0	127,220	0	127,220

2020 REALTOR® RING DAY & TOYS FOR TOTS

Last year was challenging for our community outreach events. However, we made it work despite the COVID restrictions. Jeannie collected toys from offices to donate for our Annual Toys for Tots drive! Also, we had several members volunteer to ring the bell to help raise money for the Salvation Army!

Thank you to all the offices/agents who participated.

