



The WWBR News & Views

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Issue No. 3

Professionals Dedicated to Progress

March 20, 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:

Pamela Morrison – Gray & Associates
Brad Platt – C21 Crow Realty
Rick Slack – Great North Appraisal
Keith Stark – CB Schmidt Gaylord
Ryleigh White – BHHS Gaylord

WELCOME NEW MEMBERS:

Troy Calhoon – CB Schmidt Gaylord
Scott Green – CB Schmidt Indian River
Robert Lang – C21 Crow Realty
Timothy Lutes – Lakeshore Realty
Mike McGuire – C21 Northland
Marjorie Moore – Cardinal Real Estate
Jeffrey Schwab – Up North Property Services
Lori Sparling – Re/Max New Horizons
Leslie Wilson – REO Alpena

NEW AFFILIATE MEMBERS:

InsideOut Inspections Plus – Samantha Pavlika

TRANSFERS:

Michael Myers to EXP Realty
Janice Whitehead to C21 Crow Realty

DROPS:

Jennifer Paffi – Chesley & Co Realtors

WWBR 2019 SCHOLARSHIP

The \$1,000.00 Scholarship is available to a family member of a current member of Water Wonderland Board of REALTORS® (including affiliate members). [CLICK HERE](#) for a complete list of requirements for applying.

All applications and supporting documents must be sent by Monday, May 13th, 2019 to: WWBR, Scholarship Committee
122 S. Otsego Ave., Gaylord, MI 49735

COMMITTEE MEMBERS NEEDED

The Water Wonderland Board of REALTORS® is looking for members to serve on one or more of our committees.

If you are interested in serving on a committee, Please email [Jeannie Rizzardi!](#)

The Water Wonderland Board of Directors is pleased to announce the appointment of Kathie Parks, Timbertown Real Estate to the vacated seat of Jodi Vogel, Coldwell Banker Schmidt Gaylord.

Kathie Parks is a resident of Lewiston. She has been a licensed agent since 2011. Realtor education is important to Kathie because of the benefits not only for the business but the benefit to the clients. She is pleased to assist fellow Realtors as a member of the Board of Directors.

WELCOME KATHIE!

2019 WWBR UPCOMING EVENTS

- **Pricing Strategy Advisor (PSA) Certification Course, (includes 7 hrs elective CE) at the University Center Gaylord.** Thursday, April 11th from 9am to 4:30pm,, with Rick Conley, Real Estate Education Services, INC. Registration fee, \$149.00 [Register Online](#)
- **Realtor Safety 2 hour General CE - Level 1 – Self-Defense against Unarmed Attacks:** Friday, April 12th from 8am – 12pm at the Alpine Lodge, Gaylord, with Michael Munyan ([REGISTER](#))
- **Realtor Safety 2 hour General CE - Level 2 – Self-Defense against Armed Attacks:** Friday, April 12th from 1pm – 5pm at the Alpine Lodge, Gaylord, with Michael Munyan ([REGISTER](#))
- **New Member Orientation:** Thursday, April 18th from 9am to 4:30pm at the Board Office. ([REGISTER](#))
- **Appraisal 7 Hour CE:** Friday, April 26th, from 9am to 4:30pm at the Board Office. ([REGISTER](#))

RESIDENTIAL SOLD INFORMATION FOR FEBRUARY

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2018	2019	2018	2019	2018	2019	2018	2019
Alcona	1	2	30,000	37,500	30,000	18,750	30,000	18,750
Alpena	19	23	1,677,400	2,558,600	88,284	111,243	80,000	98,500
Antrim	4	6	359,290	952,924	89,822	158,820	84,895	172,000
Cheboygan	23	15	3,421,770	1,316,699	148,772	87,779	116,000	72,000
Chippewa	0	0	0	0	0	0	0	0
Crawford	17	11	1,522,400	1,064,600	89,552	96,781	62,500	72,000
Mackinac	2	5	237,500	535,600	118,750	107,120	118,750	90,500
Montmorency	8	8	467,400	550,650	58,425	68,831	52,250	72,450
Oscoda	9	12	801,500	743,000	89,055	61,916	68,000	50,550
Otsego	24	20	3,843,295	2,937,000	160,137	146,850	137,050	124,500
Presque Isle	9	8	1,256,500	762,047	139,611	95,255	135,000	76,500



At the MLS Board of Directors meeting today (March 20th), the Board of Directors adopted a new policy that states:

No “self-promotion” of any kind including “Call Listing Agent”, the name of listing office, agent, or home owner’s contact info, is allowed in public or private comments, directions, showing instructions or supplemental. (3/2019)

2019 WWBR RPAC CHILI-COOK OFF OVERVIEW

Thank you to our Chili-Cooks and everyone that attended. We raised \$1,580 towards our 2019 RPAC Goal!

CONGRATULATIONS to our Best Chili winner, Michelle Stampfly of Exit Realty Premier & our Best Decorated Table winner, Kimberly Cool of Green Stone Farm Credit Services!



Kimberly Cool, Green Stone FCS (LT)
Michelle Stampfly (RT)

Water Wonderland Members ~

Think Spring!!

Spring is in the air!! And with beautiful weather comes every Realtor’s dream – more buyers and more sellers! Spring becomes a very busy time for us as Realtors. During this time let’s be cognizant of who we are, the impression we want to portray to the public and that our end goal is client satisfaction (because we all know with client satisfaction, more referrals and more sales follow).

One thing we should also keep in mind is that we are each other’s customers. In obtaining the satisfaction of our clients we must work closely with each other. The better the relationship we have with each other, the smoother our transactions become and in the end we look forward to that next transaction with each other. Our relationships are not just with our clients, but with each other.

Be proud of the fact that you’re a Realtor. Kudos to those of us who have been investing in themselves over the last few months in order to bring a better product to our clients. Maybe you participated in some conferences, broker’s classes, continuing education or other avenues of education. Every time you better yourself you better yourself as a Realtor and the profession as a whole. Thank you and keep up the great work!!

Keep in mind the Water Wonderland Board of Realtors is always welcome to your assistance. We have a number of committees that each and every one of you have the opportunity to take part in. Want to get involved a bit, give Jeannie a call to see what committees could use your help. All are welcome.

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

Amy M Wilson

President's Corner

Water Wonderland Board of Realtors Win NAR's 2018 President's Cup Award

We are pleased to announce that the Water Wonderland Board of Realtors has won the Local President’s Cup Award for 2018. This is the second year in a row that the Water Wonderland has won this prestigious award from the National Association of Realtors, and we want to thank all our members for helping us make this happen!!!

To receive this award a local association must meet the following criteria:

- 1. Call for Action Participation -** A local association must minimally achieve an average response rate of 20 percent on NAR Calls for Action.
- 2. RPAC Goals:** Meet or exceed local’s share of their state’s National RPAC Fundraising Goal and Local association must meet or exceed 37% Participation.