



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. 3

Professionals Dedicated to Progress

March 9, 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:

Ashney Homes, LLC
Brenda Clark – Ashney Homes, LLC
Tara Hall – REO Alpena
Craig MacDonald – C21 Crow

WELCOME NEW MEMBERS:

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

TRANSFERS:

Joanna Cooper to Ashney Homes
Phil Kerns to BHHS – Gaylord

DROPS:

Nicole Fierro – C21 Northland Gaylord

TECHNOLOGY DAY
Thursday, May 7th, 2020
9:00am to 2:00pm

University Center, Rm U101 (Computer Lab)
80 Livingston Blvd, Gaylord

9am to 11am: FLEX MLS

11am to 12:30pm: ShowingTime/ZipForms

12:30pm-1pm: FREE Lunch

1pm to 2pm: REALTORS® Property Resource
(RPR)

[Register Online](#)

CHILI COOKS NEEDED

Get you REALTOR® chili-making team together and compete for top chef honors.

\$15 Admission (Proceeds go to RPAC)
Thursday, March 12th at the Otsego Grand Event Center.

Bring the chili already HOT! We will be serving at noon.

Call the Board office to register your chili! (989)732-8226

BROKER CLASSES

Instructors: Gwen Besner and Connie Rountree of Acme Institute

Location: Water Wonderland Board Office

Broker Law 101: April 1, 2, 3 (Wed - Fri)

Broker Law 102: May 18, 19, 20 (Mon - Wed)

Broker Prep: June 23, 24, 25, 26 (Tues – Fri)

COST IS \$325.00 Per Course

Register Online:

<https://theacmeinstitute.com/broker-preparation-series/>

2020 CONTINUING EDUCATION

- 2 Hour Legal Con-Ed with Karol Grove, Alpine Land Surveying Thursday, March 12, 2020 at The Otsego Grand Event Center, 610 S Wisconsin Ave., Gaylord from 11:30am to 2:00pm
- 6 Hour Legal Con-Ed 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.
- 6 Hour Con-Ed (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.
- Six Hours Con-Ed (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.

[REGISTER ONLINE](#)

RESIDENTIAL SOLD INFORMATION FOR FEBRUARY

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2019	2020	2019	2020	2019	2020	2019	2020
Alcona	2	4	37,500	388,300	18,750	97,075	18,750	66,200
Alpena	23	25	2,558,600	3,013,700	111,243	120,548	98,500	115,000
Antrim	6	2	952,924	270,000	158,820	135,000	172,000	135,000
Cheboygan	15	11	1,316,699	1,371,050	87,779	124,640	72,000	112,000
Chippewa	0	0	0	0	0	0	0	0
Crawford	11	12	1,064,600	1,342,300	96,781	111,858	72,000	106,250
Mackinac	5	3	535,600	465,500	107,120	155,166	90,500	154,000
Montmorency	8	8	550,650	796,400	68,831	99,550	72,450	78,500
Oscoda	12	4	743,000	302,000	61,916	75,500	50,550	79,000
Otsego	20	21	2,937,000	2,786,000	146,850	132,666	124,500	115,000
Presque Isle	8	9	762,047	815,050	95,255	90,531	76,500	49,900

RPR AND SHOWINGTIME TEAM UP

RPR is pleased to announce that most REALTORS® can now schedule property showings with ShowingTime®, a leading showing management tool, directly from the RPR platform, saving them time and effort.

This integration, available to more than 250 MLSs representing more than 950,000 real estate professionals, allows REALTORS® to conduct more of their daily business seamlessly.

Partnering with technologies and services that REALTORS® are using, such as ShowingTime, is a strategy that RPR is deeply committed to, knowing it will help REALTORS® increase their productivity and boost their bottom lines.

Available in the RPR website application and mobile app, the connection point is on RPR's Property Details page, where a button will allow users to easily schedule showings for the property. RPR MLS partners with ShowingTime access will be receiving an email in the next few days to enable this new feature.

"MLSs, brokers and agents have consistently asked us to deliver even more integrations", said Jeff Young, RPR's Chief Operating Officer. "One of our primary goals in 2020 is to deliver more tools to REALTORS® so they can be more efficient and more productive."

ShowingTime CEO Scott Woodard adds, "We're pleased to be collaborating with Realtors Property Resource to provide scheduling links in the RPR platform for the MLSs that would like to provide this. It's beneficial for agents, buyers and sellers when these integrations occur since it helps facilitate more showings."

Jeff Young continues, saying "This collaboration between RPR and ShowingTime connects directly into NAR's mission to put Members First. RPR looks forward to adding more market level tools to help REALTORS® "wow" their clients and close more deals."

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 the order or finance form and return by fax (989) 732-8231 or email:

board@waterwonderlandboard.com



Michigan Realtors® has completely revamped the GRI program for 2020 and GRI-III is no exception. GRI-III contains 30+ hours of brand-new content (1 hour fair housing/civil rights). Topics include Real Estate contracts, market economics, finance, investment, taxation, licensing & regulation and include other helpful topics including social media policy, non-compete agreements, and Michigan Advertising Law.

REGISTER HERE: <https://cemiway.com/catalog/info/id:170>