



*"We exist to provide value, promote professionalism and ethics, and progressively advocate for our members success."*

## CWBR

Paula Hall, Executive Officer  
 Brittney Binder, Administrative Asst.  
 925 S Park View Circle  
 Mosinee WI 54455  
[cwbr@cwbr.org](mailto:cwbr@cwbr.org)  
 Ph. 715-693-7325  
 Fax 715-693-7326

## CWMLS

Ruth Knoble, MLS Coordinator  
 925 S Park View Circle, Mosinee WI 54455  
[cwmls@cwbr.org](mailto:cwmls@cwbr.org)  
 Ph. 715-693-6579  
 Fax 715-693-7326

## PARAGON TECH SUPPORT

1-877-657-4357

## PARAGON URL

[cwbr.paragonrels.com](http://cwbr.paragonrels.com)

## MOBILE PARAGON

(mobile website – not an app)

[cwbr.mobile.fnismls.com](http://cwbr.mobile.fnismls.com)

# THE CENTRAL SCENE

Official Newsletter of CWBR Volume XVIII Issue 1  
 January February 2016



Greetings CWBR,

Wow! 2015 is over already. What a great year for our CWBR and CWMLS members. I look forward to what next year brings.

Our market continues to rebound from the financial crisis. Our year over year residential sales are up 12% with Wisconsin Rapids having an incredible 26% increase year over year. Our average sale price is \$6,330 higher (17%) which shows that sales prices are higher. Multi-family home sales are up 22%. According to NAR we should see this trend continue.

We were able to implement the Core Standards that NAR required. Thanks Paula for guiding us through that process. Part of the Standards was community outreach. Thanks everybody that participated in the bell ringing for The Salvation Army. That was a lot of fun and the nice weather helped.

The RPAC auction is coming up April 27th at Rivers Edge Country Club in Marshfield. I hope most of you can make it. We are also going to be doing another RPAC event in Wausau. More details to come but it will be a fun event.

REALTOR and Government Day takes place in March. Please consider joining us for this important day when we meet with our state lawmakers and make our voices heard.

Speaking of having our voices heard.... Thank you to everyone that participated in the Call for Action regarding G-Fees. The national goal for our association's participation is 20% and we had 34.76% participation. Well Done! We have made a local goal of 40% for the next Call for Action so please take action when you see it.

I look forward to a prosperous 2016.

Max Rea



## NEW MEMBERS

### REALTORS

**Nicole Taugner**, First Weber Inc., Stevens Point  
**Dayton Budsberg**, KPR Brokers LLC, Stevens Point  
**James Dupuis**, Terry Wolfe Realty, Wisconsin Rapids  
**Lynn Senfelds**, First Weber Inc., Stevens Point  
**Brian Spranger**, First Weber Inc., Wisconsin Rapids  
**Elizabeth Stonelake**, Woldt Realty, Wausau  
**Donna Giles**, Coldwell Banker The Real Estate Group, Stevens Point  
**Sharon Woller**, Coldwell Banker Action, Merrill  
**Melissa Rosplock**, North Central Real Estate Brokerage LLC, Wisconsin Rapids

### APPRAISERS

**Kerry Braun**, Braun Appraisal, Marshfield

### AFFILIATES

**Ya Yang**, Time Federal Savings Bank, Wausau  
**Michelle Nikolay**, GSF Mortgage Corporation/ Premier Home Lending Group, Marshfield  
**Brian Opelt**, Opelt's Home Inspection LLC, Greenwood

**UPCOMING  
CHANGES TO  
CWBR**

**CWBR CITATION  
PROGRAM:**

Beginning January 18, 2016 the CWBR Citation Policy will be in effect for any complaints that fall under the CWBR Citation Schedule. This policy was created by NAR and adopted by the CWBR Board of Directors on October 19, 2015.

You will find the complete CWBR Citation Policy and CWBR Citation Schedule by clicking on the following links:

[CWBR CITATION  
POLICY](#)

[CWBR CITATION  
SCHEDULE](#)

[CWBR CITATION  
POLICY Q & A](#)

*Now would be a great time for you to review the CWBR Citation Schedule to make sure that you are currently not in violation of any of these articles and standards of practice listed on the CWBR Citation Schedule.*

**CWBR 2016 PREMIER LEVEL AFFILIATES!**

**PLATINUM MEMBER**



**SARAH ARNOLDY**



**KATHY BRANDL**



**CHRISTINE KEEN**



**ANGIE DOMINE**

**CENTRAL CITY CREDIT UNION**

222 E UPHAM STREET  
MARSHFIELD, WI 54449  
PHONE: 715-387-3702  
[sarnoldy@centralcitycu.com](mailto:sarnoldy@centralcitycu.com)  
[kbrandl@centralcitycu.com](mailto:kbrandl@centralcitycu.com)  
[adomine@centralcitycu.com](mailto:adomine@centralcitycu.com)  
[ckeen@centralcitycu.com](mailto:ckeen@centralcitycu.com)  
<https://www.centralcitycu.com/>

**BRONZE MEMBER**

**KEVIN MARSHALL**  
**US WATER**  
6905 VENTURE CIRCLE  
WESTON, WI 54476  
PHONE: 715-842-2215  
<http://www.uswater.com>

**LAURA LEONHARD**  
**INLANTA MORTGAGE INC.**  
1304 N CENTRAL AVE  
MARSHFIELD, WI 54449  
PHONE: 715-384-3838  
TOLL FREE: 877-384-3838  
[lauraleonhard@inlanta.com](mailto:lauraleonhard@inlanta.com)  
<http://www.inlanta.com/branch/marshfield/>



**JEFF NYBERG**  
**PIONEER BANK**  
725 S CENTRAL AVE  
MARSHFIELD, WI 54449  
PHONE: 715-384-5117  
[jnyberg@pioneerbank.net](mailto:jnyberg@pioneerbank.net)

**ONE PARTY SALES**

If a one-party sales transaction involves a Buyer's Agency Agreement only, please enter the sale into Paragon naming the agent as the listing agent and the selling agent. Then, contact CWMLS and we will change the listing agent to Agent Non-MLS. If the sale includes a One-Party Listing Contract, please file the listing agreement with CWMLS and enter the listing into Paragon naming the agent as the listing and selling agent. No changes need to be made for this.

**EDUCATION**

[VIDEO CE SCHEDULE](#)

Live CE courses will be offered at CWBR in April. [Click here to find out more information.](#)

**MARK YOUR  
CALENDAR**

**CWMLS and CWBR** next Board of Directors meeting will be held on February 21<sup>st</sup>. **CWMLS board meeting now starts at 11:00 AM and CWBR board meeting starts at 12:30 PM.**

**CWBR NEW MEMBER ORIENTATION** will be held all day January 21<sup>st</sup> from 8:30 AM – 4:30 PM.

**CWBR and CWMLS** will be closed on Thursday, December 31<sup>st</sup> and Friday, January 1<sup>st</sup> in observance of the New Year. CWBR and CWMLS will also be closed January 15<sup>th</sup> for Administrative Training.