



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

CWBR

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PARAGON URL

cwbr.paragonrels.com

MOBILE PARAGON

(mobile website – not an app)

cwbr.mobile.fnismls.com

The Central Scene - Official Newsletter of CWBR

March/ April 2017

President's Letter



Greetings CWBR,

Monday morning, the first of May, 38 degrees with rain and possible snow flurries tonight. Really makes me glad that I'm not the weatherman trying to figure this all out. Do you remember when it was in the 70's just a few days ago?

Kind of sounds like being a Realtor® these days. Over the past couple years, CWBR has seen a steady increase in sales, after struggling through several years through the recession and all of the changes in financing, employment and all of the other economic changes in our region. Today, most agents are talking about a lack of listings. It seems like just yesterday when extended days on market was the concern, now it is not being able to schedule a showing before a new listing has an accepted offer.

There is a lot of good news, including the number of new agents that are joining our offices. Loan programs and changes due to financing reform seem to be stabilizing, and there are a lot of new and exciting programs for buyers. Interest rates are still historically low, and home prices in Central Wisconsin are still very affordable. Hopefully, you are realizing a return from your efforts with new offers and closings.

Just a reminder to avoid getting caught up in the busyness and losing track of the key things that keep your business running. If you have listings that aren't getting showings or offers, now is the perfect time to objectively ask why and talk to your sellers about how to make their house the "next one sold." Be available, return messages promptly, close more transactions and build more relationships to help keep your business growing in the future.

Home ownership is still a big part of the American Dream, including the new wave of "Millennials" that will soon outnumber the "Baby Boomers" in the workplace. Now is a great time to be a Realtor®, and the future will be also if we keep doing our part to serve our customers and clients well!

Good selling,
Brian Hanson, CWBR President

You can now pay CWBR New Membership Dues online with an electronic check

Sign Up For REALTOR® Party Mobile Alerts

Be active in shaping your industry by signing up for REALTOR® Party Mobile Alerts!

When there is an issue affecting your industry, NAR will send you a short message when they need you to take action.

Click this link to sign up:

<http://www.realtoractioncenter.com/realtor-party/realtor-mobile-action.html>

EDUCATION

TBA

MARK YOUR CALENDAR

CWBR GOLF OUTING! JULY 17TH. MARSHFIELD COUNTRY CLUB. More information to follow!

CWMLS and CWBR next Board of Directors meeting will be held on June 19th. **CWMLS board meeting starts at 11:00 AM and CWBR board meeting starts at 12:30 PM.**

CWBR NEW MEMBER ORIENTATION will be held all day on July 20th from 8:30 AM – 4:30 PM.

CWBR and CWMLS CANDIDATE APPLICATION DEADLINE! If you are interested in serving on the board of directors for CWBR or CWMLS complete and submit your application by June 1st! You can find applications [HERE](#)

QUICK LINKS TO IMPORTANT INFO

[**EVENTS CALENDAR**](#)

[**2016 - 2017 CWBR BOARD OF DIRECTORS**](#)

[**2016 – 2017 CWMLS BOARD OF DIRECTORS**](#)

NEW MEMBERS



REALTORS

Shannon Finnessy, KPR Brokers LLC, Stevens Point

Darcel McDonald, Zebro Realty, Mosinee

Samantha Brock, Century 21 Gold Key, Marshfield

Kyle Swanson, Coldwell Banker Siewert, Wisconsin Rapids

Tonya Olson, Nexthome Partners, Wisconsin Rapids

Barbara Stannis, Coldwell Banker Siewert, Wisconsin Rapids

Jeremiah Parker, KPR Brokers, Stevens Point

Scott Lemmer, First Weber, Wausau

Thomas Keenan, North Central Real Estate, Wausau

Keith Kryzanowski, Prudential Success, Marshfield

Amber Niehaus, C21 Gold Key, Marshfield

Chris Westerfield, First Weber, WI Rapids

Adebayo Moito, Exit Greater Realty, Wausau

Josh Pagel, First Weber, Wausau

Charisse Friday, Exit Greater Realty, Wausau

AFFILIATES

Angela Domine, GSF Mortgage Corporation/ Premier Home Lending,
Marshfield

Jeff Newman, Newman Home Inspections, LLC, Wausau

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Our mailing address is:

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