



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

CWBR

Paula Hall, Executive Officer
Ann Hagman, Administrative Asst.
925 S Park View Circle
Mosinee WI 54455
cwbr@cwbr.org
Ph. 715-693-7325
800-355-9499
Fax 715-693-7326

CWMLS

Gwen McDonald, MLS Coordinator
Ruth Knoble, MLS Coordinator
925 S Park View Circle, Mosinee WI 54455
cwmls@cwbr.org
Ph. 715-693-6579
877-804-5174
Fax 715-693-7326

PARAGON TECH SUPPORT

1-877-657-4357

PARAGON URL

cwbr.paragonrels.com

MOBILE PARAGON

(mobile website – not an app)

cwbr.mobile.fnismils.com

THE CENTRAL SCENE

Official Newsletter of CWBR Volume XVII Issue 3
May June 2015



Hello Fellow Realtors:

Welcome to the busy selling season. A quick search on Paragon shows that the number of units closed in the first quarter is up about 10% compared to last year. I can tell you it is up more than that in my market in Wisconsin Rapids and everyone one I talk to in other areas say the same thing. I think everyone would agree that the market is improving and this year looks to be a great year.

The Central WI Board of Realtors gives a scholarship every year to a business student at UWSP. This year I had the privilege of presenting this to Evan Dixon. Evan is double majoring in Economics and Business Administration with concentrations in marketing and finance, insurance and real estate. Evan currently has a Real Estate license and has helped his parents flip a home and helped them invest in rental properties. Evan is also a member of the NCAA Division III national runner-up hockey team. It was a great evening honoring these students.

Although it seems that us as Realtors face changes in our industry all the time, it is now time for the lenders and appraisers to face some changes. Starting August 1st there will be changes made to the HUD and Good Faith Estimates. The new Closing Statement will need to be in a buyer's hand 3 days prior to closing. The lenders and title companies are working on this but it will change how we do business. Last minute changes to sales prices or closing cost credits will not be allowed any more. These changes will require a new closing statement and an additional 3 days if given too late. Please talk with your local lender or title company about this and any questions you have.

Appraisers are now dealing with changes made by Fannie Mae and a program called Collateral Underwriter. This system has logged all properties used in an appraisal since 2011. If one of these properties is used again and something doesn't exactly match to the information that was used last time, it gets flagged. A good example is if the square footage of a home was incorrectly input in the MLS when it was used as a comparable, it would get flagged if it is different this time. This will require all of us to be sure our information is accurate. The best way to accomplish this is to use information from a past appraisal or from the local assessor. Some data fields in Paragon will be changing to allow for these updates as well. Watch for information on this coming soon.

Happy Selling,
Brian Slinkman

**IMPORTANT
UPCOMING BROKER**

MEETINGS Please join us for informational meetings that will cover topic such as membership changes, association programs and other topics that affect how you work within the real estate industry. [Click Here](#) for details.

**UPCOMING PARAGON
FIELD CHANGES**

Field changes will be activated in June. One week before the changes go into effect, CWMLS will make new RETS Data Field Reports available so that if you currently use a RETS feed for your website, you can pass the RETS Data Field Report to your website vendor. [Click Here](#) for additional information.

RPAC AUCTION

Congratulations to RPAC committee members, Rita Blenker, Lana Mohs, Brian Slinkman, Chris Northwood, Drew Bauldauf, Steve Lane Mike Spranger, and Sandy Bruesewitz on another successful RPAC Auction. A good time was had by all and \$18,345.00 was raised! But we still have a long way to go as our goal for this year is \$32,000.

***CHECK OUT OUR NEW
ENHANCED AFFILITES
ON THE NEXT PAGE!!***



NEW MEMBERS CONTINUED -

Jessica Meyer, First Weber Group, Marshfield
Raymond Riehle, Coldwell Banker Action, Schofield
Diana Schooley, First Weber Group, Marshfield
Marta Stephenson, First Weber Group, Wausau
Heidi Storm, First Weber Group, Rome
Michael Tuley, First Weber Group, Wausau
Felix Vang, First Weber Group, Wausau
Todd Wierzba, Smart Move Realty, Rosholt

NEW MEMBERS

AFFILIATES

Brec Ohrmundt

Ohrmundt Home
Inspections, LLC
Wausau

Amanda Schofield,

Forward Financial
Bank, Marshfield

Clay Wanty, First

National Bank of
Waupaca, Waupaca

Troy Weiland,

Weiland Inspection
Services Marshfield

REALTORS

Sonja Aneskavich,

Lakeland Real Estate
LLC, Stevens Point

Rachel Bennett, First

Weber Group, Wausau

Heidi Condon, Exit

Greater Realty, Wausau

Jonathan Grubb

KPR Brokers, LLC
Stevens Point

Cristine Hoffman

Prism Real Estate,
Stevens Point

Jason Holmes,

Northwood Holmes
Real Estate Stevens
Point

John Keyes, KPR

Brokers LLC, Stevens
Point

Laura Mazzini, First

Weber Group,
Marshfield

**CWBR WELCOMES 4 NEW ENHANCED
LEVEL AFFILIATES!**

PLATINUM MEMBER

KATHY BRANDL

CHRISTINE KEEN

SARAH ARNOLDY

ANGIE DOMINE

CENTRAL CITY CREDIT UNION

222 E. UPHAM STREET

MARSHFIELD, WI 54449

PHONE: 715-387-3102

kbrandl@centralcityu.com

www.centralcitycu.com

BRONZE MEMBERS

KEVIN MARSHALL

US WATER

6905 VENTURE CIRCLE

WESTON, WI 54476

PHONE: 715-842-2215

kevin@uswater.com

<http://www.uswater.us/>

JEFF NYBERG

PIONEER BANK

1700 N CENTRAL AVE

MARSHFIELD, WI 54449

PHONE: 715-486-2182

jnyberg@pioneerbank.net

<https://www.pioneerbank.net/#>

LINDA HINRICHSEN

HERITAGE BANK

907 N CENTRAL AVE

MARSHFIELD, WI 54449

PHONE: 715-384-4005

lindah@heritagebakwi.com

<http://www.heritagebankwi.com/asp/home.asp>

**LISTHUB to Drop Zillow
on April 7**

If you currently participate with ListHub to syndicate your listings to Zillow Listhub will be dropping them from their syndication list on April 7, 2015. How can you continue showing your listings on Zillow?

[Click Here](#) for details.

**QUICK LINKS TO
IMPORTANT INFO**

[CWBR BOARD MEETING
MINUTES](#)

[EVENTS CALENDAR](#)

[CWBR BOARD OF
DIRECTORS](#)

[CWMLS BOARD OF
DIRECTORS](#)

[CWBR DUES SCHEDULE](#)

[CWMLS TIPS & TRICKS
V. 2](#)

[PATHWAYS TO
PROFESSIONALISM](#)