

## **Napan gives voice to local Realtors**

*By JULIE GORDON*

*Register Correspondent*

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She's a voice for local Realtors at the state and national level.

Terry Wunderlich, a Realtor with Pacific Union GMAC Real Estate Services in St. Helena, is an advocate for local Realtors in her roles as the director of the California Association of Realtors and the National Association of Realtors.

As a director of California Association of Realtors, she attends three meetings a year with Realtors from all over the state to discuss a variety of issues that affect Realtors in Napa Valley and throughout California. At one of the meetings, held every June in Sacramento, she speaks to assemblymen and senators about such real estate-related issues as property rights, zoning and water rights.

Wunderlich said she is trying to increase the amount for a conforming loan limit in Napa Valley. Right now the minimum amount for a conforming loan is the same as in an area where the cost of housing isn't as high, she said. To make it more relative to Napa's median home price, which is in excess of \$500,000, the amount should be higher, she said.

Wunderlich also advocates for protection of county land. She wants to make sure county land remains agricultural, which means the land within city limits needs to be used in the best possible way, she said.

As chair of the California Association of Realtors' Housing Opportunity Committee, Wunderlich is working to put together a statewide housing symposium that would take place in the fall of 2006, most likely in Sacramento. "We would hope to have the Governor there," she said.

Wunderlich strives to provide local Realtors with access to everything they need to be successful, including educational opportunities, marketing and forums, research and technology, she pointed out.

At the national level, Wunderlich attends two meetings a year, one that is held in Washington, D.C. each May with legislators and another that is held each fall at a different location. This year, the meeting will be in San Francisco.

"When she attends the meetings, she really gives it her all," said Judy Zeigler, a Realtor in Palm Desert who also is a director of the California Association of Realtors and National Association of Realtors. "When Terry is on any committee, she gives it 100 percent of her attention. I believe she's a tremendous asset to local and state organizations. Terry is very intelligent and articulate and I think she's a terrific spokeswoman for Realtors. I think Terry is looked upon very highly by her peers."

Wunderlich also serves on the board of directors of the North Bay Association of Realtors, and is a former president of the organization.

"She is exceedingly well-versed," said Stephen Liebling, president of North Bay Association of Realtors. "She's very knowledgeable. She looks at the issues in depth. She doesn't bring a personal bias. She's able to look at all sides of all issues and makes well-informed decisions. ... She's a hard worker and successful Realtor. She's well respected by the real estate industry. She's dependable. She's got a great work ethic. She's got a presence that people gravitate to."

Skip Keyser, broker-owner of Skip Keyser Realty in Napa, who currently serves as treasurer of the North Bay Association of Realtors, first met Wunderlich in 1994 when they both worked at

Crown Realty (now Re/Max Napa Valley). Since then they've served together as directors of the Napa Chapter of the North Bay Association of Realtors and as state directors of the California Association of Realtors.

Currently both serve on the board of directors for the North Bay Association of Realtors, the local association of Realtors that covers Lake, Mendocino, Napa and Sonoma counties. Additionally, they have served on the North Bay Association of Realtors' professional standards ethics committee.

"I number Terry among the handful of the most knowledgeable and most professional real estate agents in the Napa Valley," Keyser said in an e-mail. "I think it's fair to say that Terry epitomizes the professional Realtor -- (she's) technically knowledgeable about her profession, politically aware, and involved at all levels of real estate leadership; local, regional, state and national. In these capacities she brings her knowledge and expertise to bear on the myriad of issues facing both the real estate industry and the nation, principally housing affordability, improved service to the public, continuing Realtor education, and ethical and professional standards accountability."

On any given day, Wunderlich may be helping parents get an investment property for their son or daughter to stay in while he or she is in college, or helping those same empty nesters find a smaller home. She also helps people whose parents are retiring find a place in Napa. The majority of her business -- about 90 percent -- is residential real estate, she said. Wunderlich, who has been a Realtor since 1977, said she likes the variety her job provides. "I enjoy being part of the profession as well as working with families in the community," she said.

