

R E A L T O R<sup>®</sup>



R E V I E W



February 11, 2010

### MARK YOUR CALENDAR

#### Networking Night/Card Swap Tuesday, February 16, 2010

Avenue Bar & Grill  
5 p.m. - 7 p.m.  
(See page 6 for details.)

#### REALTOR<sup>®</sup> & Government Day Wednesday, February 24, 2010

Monona Terrace  
10 a.m. - 3:30 p.m.  
(See page 6 for details.)

#### Green Committee Presentation Energy Rebates and Tax Credits Thursday, March 11, 2010

Sequoia Library's Community Room  
9 a.m. - 11 a.m.  
(See page 6 for details.)

#### Networking Night/Poker Tournament Tuesday, March 16, 2010

Avenue Bar & Grill  
5 p.m. - 8 p.m.  
(See page 6 for details.)

#### Election Day Tuesday, April 6, 2010

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## The RASCW Endorsements for the 2010 Dane County Board

By Phil Salkin, Government Affairs Director

Many groups, such as trade associations, unions, newspapers and political parties interview and endorse candidates for local offices. RASCW has done so for years. It provides us the opportunity to hear from the candidates, learn their positions and gauge their willingness to listen to and work with us. It gives the candidates an opportunity to meet our Members. It also helps to support candidates in which we have confidence.

### How do we endorse candidates?

Every election cycle, the Government Affairs Committee (GAC) reviews all of the candidates for office to determine whom to interview. Most (but not all) incumbents who have a good voting record on our issues and who have demonstrated a willingness to work with us are extended an endorsement. All candidates for open seats are asked to interview and many other new candidates as well. In some cases, even incumbents with poor voting records, or who have been critical of our Association are invited to interview in the hope of developing better relationships for the future.

The GAC reviews the voting records of incumbents, as well as any history of interaction with our Association. It then decides which candidates to interview and prepares interview questions. Interview panels of GAC members along with some members of our Board of Directors conduct the interviews and prepare recommendations to the GAC as a whole. The GAC discusses the recommendations and then votes to send recommendations to the Board of Directors, who make the final decisions.

### Who do we endorse?

RASCW is an Association representing the interests of real estate, REALTORS<sup>®</sup> and the people they serve. It is not our concern whether a candidate is a Republican or Democrat (local races are non-partisan anyway), conservative, moderate or liberal. Our concern is whether they understand our issues, are willing to listen to us and at least support us some of the time. These are the people whom we endorse. Unlike some groups, we do not demand that candidates pledge to support us on every issue, or have a certain ideological bent.

### Who are we endorsing?

The following is the list of candidates who we have decided to endorse and who have accepted our endorsement:

#### Endorsements in Contested Races:

- District 3 – Eastern Madison – **Don Imhoff** (appraiser/REALTOR<sup>®</sup>)
- District 4 – Western Madison – **Greg Hull** (REALTOR<sup>®</sup>)
- District 7 – Southwestern Madison – **Mike Thomsen**
- District 12 – Northeastern Madison – **Rick Raulin**
- District 15 – Southwestern Madison – **Ronn Ferrell** (incumbent)
- District 16 – Eastern Madison/Town of Blooming Grove – **Ryan Jennissen**
- District 18 – Northeastern Madison – **Nancy Wild**
- District 19 – Sun Prairie – co-endorsed **Steve Schwartzer** and **Bill Clausius** in their  
**February 16th primary**

(continued on page 7)

# REALTOR® REVIEW

## A REALTORS® Association of South Central Wisconsin Publication

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The purpose of the REALTOR® Review is to inform its Members of events, issues and accomplishments pertaining to the REALTORS® Association of South Central Wisconsin.

If you would like to submit information, story ideas, or articles for inclusion in the REALTOR® Review please contact Janine Smith at [jsmith@wisre.com](mailto:jsmith@wisre.com).

Submit typewritten articles, with contact name and phone number to:

#### RASCW

4801 Forest Run Road, Suite 101  
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Items submitted in Microsoft® Word or QuarkXPress® programs are also welcome.

[www.rascw.org](http://www.rascw.org)



## President's Message: By Erik Sjowall

Hello All- I hope all of you are still successful on your New Year's resolutions and business plan goals thus far in 2010. If so, great job; and if not, then quickly restart where you left off.

Just as you have your goals, RASCW does as well. The staff, committees, and the Board of Directors have been hard at work in 2010. I'd like to share a couple with you.

One of our big goals was to create a new logo for RASCW to help us with an identity and branding for our wonderful Association. I am proud to say that this task is in the final stage and will be rolled out very soon. Along with branding, we are working diligently on a fabulous new web site for our organization. This will also be rolled out this year.

Both of the above projects will help our Association in the long term. We will have a great identity and logo and with the new web site it will allow all of our Membership to communicate in a much more effective way.

Lastly I want to tell you a few different ways that you can really make a huge difference for yourself and our industry. First, it is not too late to sign up for a committee and share your knowledge. Second, please find out what candidate is running in your district and get involved. The third thing you can do is please sign up for Realtor® and Government Day on Wednesday, Feb. 24th at Monona Terrace. The program runs from 10:00-3:30 p.m. See page 6 for details on the event.

Thank you and good luck-

Erik E. Sjowall

## Change on the RASCW Board of Directors

Deah Mulhern has replaced **Jim Todd** on the RASCW Board of Directors effective February 1, 2010. Jim began his three-year term on January 1, 2008 as a designee representing Class 1 Broker-owners. Jim and Deah are both with Coldwell Banker Success. Deah will serve for the remainder of Jim's term, which expires at the end of this year. We thank Jim for his time and service during the past two years and welcome Deah to the Board of Directors.

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## MLS NEWS

### Recent Bathroom Representation Change May Impact Your Prospect Auto E-Mails

On February 11, three-quarter baths were combined with full baths within Paragon™, and the Total Baths search field was replaced with minimum and maximum Full Baths and Half Baths search options. (See full details on [www.wisconsinhomes.com](http://www.wisconsinhomes.com).) If you have prospects that have specified a certain number of total bathrooms, you will need to update the criteria for those prospects as the total bathroom field was deleted. If you do not add a bath limitation to your prospect's search, they will still get emails, but listings with all bath counts will be included.

In addition, the Master Bedroom Bath feature has been modified to include: Full; Half; None; Walk through; Tub/Shower combo; Walk-in Shower; Tub, No Shower. Listings with three-quarter selected under Master Bedroom Bath were automatically modified to reflect a full bath. Please modify your current listings to indicate the type of tub/shower present in the master bedroom bath.

### Building Contracts and Under Construction Listings

We are grateful to have building contracts included in our MLS data. They are very helpful for appraisers and for Realtors® doing market analyses. If you would like to enter your building contract, please wait until after it closes, and then enter it directly into sold (choose sold rather than active). Enter the actual list date, accepted offer date, and closing date. Please note that only building contracts with land included are allowed in the MLS.

If you have a building plan (with land) or a property under construction listed as active, please make sure you update the property characteristics (square footage changes, lower level finish, deck addition, etc.) when they change. If you end up making additions, please remember to update the list price as well. Please note that you must include the estimated completion date for all properties under construction within the first line of the public remarks.

### New Searchable Flag for Open Houses

If you enter an open house date and time for your listing, a yes will automatically be triggered in a new Open House Y/N field. You can now set up auto emails for prospects looking for open houses. The Open House Y/N search field can be found on the Advanced Criteria tab along with the open house date. You can still search by open house date, but dates are not able to be stored in auto searches, hence the reason for the new Yes/No field. The Yes flag will be automatically flipped to No when the open house date is past.

### Is There Really a Water View?

In response to recent complaints, the MLS Board of Directors added the following to our rules regarding photos allowed on MLS listings: No photos of bodies of water are allowed unless the view is visible from the property, or from deeded access.

### Do You WIREX?

There are currently 74,000+ active listings in the WIREX database from 4 separate MLSs. To access these listings, click on WIREX during the login process or click on the MLS Switcher from the Paragon™ home page. The current breakdown for active listings in WIREX is as follows:

Metro Milwaukee MLS:  
31,000 active listings

South Central Wisconsin MLS:  
21,500 active listings

Northeast Wisconsin MLS:  
16,600 active listings

Central Wisconsin MLS:  
5,300 active listings

### Link your Listings to your Facebook Page

If you currently have a Facebook page and would like to display your listings from REALTOR.com® on your Facebook wall, go to [www.seemylistings.com](http://www.seemylistings.com). When selecting your MLS, click on Madison in the drop down.

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**Ice Dams** (Part 1 of 2)

**What causes an ice dam?**

There is a common misperception that ice dams on roofs occur as a result of unusual winter weather conditions. The fact is that ice dams occur as a result of four different types of building deficiencies, not the weather. Ice damming is always a result of an inordinate amount of heat being trapped in the attic spaces underneath roofs. The heat most commonly enters attic spaces as a result of warm indoor air escaping upward into attic spaces through points of air leakage through ceilings and walls. The other three lesser contributing factors that help heat accumulate in attics include insufficient attic insulation and/or insufficient soffit ventilation and/or insufficient roof ventilation. It is common to discover multiple causes for ice damming during a building investigation. If a building has one or more of the above deficiencies, only then can the winter weather enter into the ice dam equation.

**How does an ice dam form?**

Ice dams form when heavy snow accumulation on a roof that is over a warm attic space begins to melt on the underside of the snow at the higher and warmer portions of the roof. The water that is created on the underside of the melting snow then runs down the roof underneath the snow. This lower area of the roof, particularly at the outer edges of the roof overhang, is where the water refreezes. This is because the lower roof is not influenced by the rising heat that accumulates in the upper attic space.

The resultant ice begins to increase in size until it forms into a thick ice dam along the lower edge of the roof. This is the point where the ice dam begins to extend farther upward and onto the warmer area of the roof. The ice on the underside of the dam then begins to melt and the resultant water becomes trapped between the roof covering materials and the ice dam. The trapped water then backs up and seeps underneath the roof covering materials where it can cause building damage and mold contamination.

**Why don't ice dams occur every year?**

Many homes experience ice damming intermittently. Some people can live in a home with the prerequisite building deficiencies for years before experiencing ice dam problems. They do not realize that their home has the necessary deficiencies for ice dam conditions and that ice dams are imminent. All it will take is one or more of those deficiencies combined with a heavy snow fall and just the right outdoor temperatures.

Infrequent weather conditions that are conducive for ice damming always include average to heavy snow fall. Ice dams can then become intensified with temperatures that

(continued on page 5)

**New IRS Homebuyer Credit Form and Documentation Requirements Announced**

The Internal Revenue Service recently released the new Form 5405 that eligible homebuyers need to claim the first-time homebuyer credit this tax season and the repeat homebuyer \$6,500 tax credit and announced processing of those tax returns will begin in mid-February. The IRS also announced new documentation requirements to deter fraud related to the homebuyer credits. Owners of existing homes – specifically, taxpayers who have occupied the same property as a principal residence for five consecutive years during the previous eight years – may be eligible to claim the \$6,500 tax credit on a purchase of another house they intend to use as a principal residence.

IRS Form 5405, "First-Time Homebuyer Credit and Repayment of the Credit," (<http://www.irs.gov/pub/irs-pdf/f5405.pdf>) is very helpful because it reveals many of the qualifications for the first-time homebuyers \$8,000 tax credit and the \$6,500 tax credit for repeat homebuyers – the same form is used for both. The instructions at <http://www.irs.gov/pub/irs-pdf/i5405.pdf> are also well worth the read. One good way to answer a homebuyer with questions about the credit may be to provide these two documents because they are very complete in covering the revised rules.

Now that the new form and directions are available, homebuyers claiming the credits can begin to file their 2009 tax returns. Taxpayers claiming the homebuyer credit must file a paper tax return because of the added documentation requirements – they will not be able to file electronically.

In addition to filling out a Form 5405, all eligible homebuyers must include with their 2009 tax returns one of the following documents in order to receive the credit:

- A copy of the settlement statement showing all parties' names and signatures, property address, sales price, and date of purchase. Normally, this is the properly executed Form HUD-1, Settlement Statement.
- For mobile home purchasers who are unable to get a settlement statement, a copy of the executed retail sales contract showing all parties' names and signatures, property address, purchase price and date of purchase.
- For a newly constructed home where a settlement statement is not available, a copy of the certificate of occupancy showing the owner's name, property address and date of the certificate.

In addition, the new law requires eligible repeat homebuyers to show that they lived in their old homes for a five-year period during the eight-year period ending on the purchase date of the new home. The IRS has stepped up compliance checks involving the homebuyer credit, and it encouraged homebuyers claiming this part of the credit to avoid refund delays by attaching documentation covering the five-consecutive-year period:

- Form 1098, Mortgage Interest Statement, or substitute mortgage interest statements.
- Property tax records.
- Homeowner's insurance records.

Congress mandated all this extra documentation after audits uncovered widespread abuses by applicants for the \$8,000 credit. Among these were fictitious home purchases in which taxpayers or tax preparers sought – or obtained – credits on properties that never were sold or bought. This time around, the IRS says it will rigorously investigate all claims filed, starting with a review of the documentation submitted.

The new IRS rules also spell out situations in which recipients of tax credits may have to repay them:

- Taxpayers who sell their houses within 36 months after purchase.
- Owners who convert their principal residence to a rental or business property.
- If the lender forecloses on the house.

More details on claiming the credit can be found at

<http://www.irs.gov/newsroom/article/0,,id=218336,00.html?portlet+7> and <http://www.irs.gov/newsroom/article/0,,id=204671,00.html>

IRS YouTube videos are available at <http://www.youtube.com/IRSVideos>

Reprinted from the Wisconsin Realtors® Association Legal Hotline Hottips of January 25, 2010

## April is Suitcases for Kids Month

In 2006, RASCW joined the national service project designed to collect and distribute new and gently used suitcases, duffel bags and backpacks for foster children who are frequently forced to move from home to home. Our total to date is close to 1,100 suitcases. Donations have primarily been collected at the Blitz, which is not being held this year. The GUSTO (Getting United in Service To Others) Committee is now handling the Suitcases for Kids program and needs your help so we can continue to support this important effort.

In the month of April, the GUSTO Committee will be collecting gently used suitcases, duffel bags and backpacks for foster children. Most foster care children carry their belongings in a black garbage bag as they move from home to home. Each child averages 7 moves while in foster care. You can help. If you don't have any items to donate, feel free to make a trip to your local Savers or Good Will and purchase some.

Items can be dropped off at any Wisconsin Community Bank; First Weber Group offices in Middleton, Fitchburg, Dodgeville and Platteville; and, the Stark Company office in Middleton. If you would like to arrange for pickup in the Madison area of items collected at your own office please contact Brian Reetz, GUSTO Committee Chair, at 608-298-1708 or [breetz@thewcb.com](mailto:breetz@thewcb.com).

Donations will be distributed to children within our entire Association jurisdiction. If you would like to find out more about this cause or the GUSTO Committee, please contact Brian or come to a committee meeting held every third Thursday at Preferred Title at 9:00 a.m. Our next meeting is February 18th. Thank you for your generosity.

## HouseLogic: NAR's Consumer Web Site

The National Association of REALTORS® has a new consumer web site that offers everything home owners need to increase, maintain and protect the value of their home. The site provides free information and tools to help home owners with home improvements, maintenance projects, taxes, finances, insurance and even community involvement. HouseLogic helps consumers make confident decisions about what is often their largest investment – their home.

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To learn more, visit [HouseLogic.com/members/](http://HouseLogic.com/members/)

## Forms Update: Mandatory Use Date Reminder

As a reminder, the mandatory use date is March 1, 2010 for the following forms recently revised by the Department of Regulation and Licensing:

- WB-11 Residential Offer to Purchase
- WB-40 Amendment to Offer to Purchase
- WB-41 Notice Relating to Offer to Purchase
- WB-42 Amendment to Listing Contract
- WB-44 Counter Offer
- WB-46 Multiple Counter Proposal
- WB-47 Amendment to Buyer Agency/Tenant Representation Agreement

# REALTOR® REVIEW

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teeter around the freezing point for extended periods of time. These weather conditions must be combined with inappropriate accumulation of attic heat due to one or more building performance deficiencies. Again, the weather is not the cause of the ice damming. Ice dams are merely symptoms of pre-existing building deficiencies. One thing is certain; if a building has had an ice dam condition in the past, ice dams will recur if proper measures have not been taken to correct the actual causes.

#### What kind of damage can an ice dam do?

Water from ice dams has the potential of entering the interior areas of buildings that were never intended on becoming wet. It is common for ice dam water incursions to contribute to damaged attic and wall insulation. It is also common for ice dams to cause mold contamination in attics, on ceilings and walls, and especially inside of exterior wall cavities.

#### Can damage from ice dams be seen?

Damage from ice dams is often not visible. In fact most people who have had ice dams rarely know about their hidden building damage or mold contamination. As a result, nothing is done about their ice dams unless they get an ice dam that is severe enough to actually see the water come through ceilings, or window or door jams.

#### What are the visible evidences of ice dams?

The visible evidences of ice damming can include ice accumulating on the roof edge, the presence of electrical heat tapes, missing granules on the lower courses of shingled roofs, delaminated or rotted roof sheathing along roof edges, scar marks on roof covering materials left behind from shovels and/or ice choppers, water stains on the underside of soffit overhangs, water stains on the siding immediately underneath the soffits, rain gutter mounting spikes that have become loosened or pulled out from the fascia boards due to ice expanding in the gutters, split downspout extensions caused from ice expansion, water stains inside of basement box-sill areas at the top of the foundation walls, and water stains and/or damage on interior walls and/or ceilings.

(Watch for part 2 in the March issue.)

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**This article is intended to be general in nature and is not intended to address all potential issues. Specific determinations must be obtained by qualified experts.**

## Upcoming Membership Networking Events Not to Be Missed

### Networking Night and Card Swap Mardi Gras Party

Join the Membership Networking Committee on **Tuesday, February 16th from 5:00 p.m. – 7:00 p.m.** at the Avenue Bar & Grill (1128 East Washington Ave., Madison) for a Mardi Gras Party! Bring your business cards and meet up with friends and colleagues, but most of all meet new people and help your business succeed in 2010. The event is free and open to all seasoned and rookie RASCW Members. Appetizers and soda are provided by our generous sponsors – Rally Appraisal and Preferred Title. There will be a cash bar.

### 1st Annual Texas Hold'Em Poker Tournament

Come enjoy the 1st Annual Texas Hold'Em Poker Tournament in true Vegas style on **Tuesday, March 16th** at the Avenue Bar & Grill (1128 East Washington Ave., Madison). Doors open at 5:00 p.m., First Hand at 6:00 p.m. Table side drinks (cash bar) and complimentary appetizers will be served from 6:00 p.m. – 8:00 p.m.

The entry fee is \$25.00 with a limit of 48 players. Playing chips included. Registration deadline is February 28th. Don't miss out – register today! [Click here for the Registration Form and sponsorship opportunities.](#)

## The Housing Foundation Selects New Officers for 2010!

**Jacci See** of First Weber Group, Inc. took over as Housing Foundation President in January. Joining her as Vice President is **Kathie Bahman** of Gorman & Company. **Thomas Shannon** with John Deere Credit FPC Financial, f.s.b, will take over the duties of Treasurer.

Also joining the Foundation for 3-year terms are new Directors **Matt Winzenried** of Cooper Spransy Realty, Inc.; and **Justin Oeth**, real estate attorney with Reinhart Boerner Van Deuren.

## REALTOR® and Government Day is at Monona Terrace on February 24th

*Sponsored by the Wisconsin Realtors® Association*

Success hinges on what we advocate together. REALTOR® and Government Day is your opportunity to help shape laws that impact you. Through lobbying efforts at the state Capitol, you'll meet state lawmakers and have a unique opportunity to advocate for issues that impact your business and the real estate industry in Wisconsin.

### Program Agenda

- 9:00 – 10:00 a.m. - Registration
- 10:00 – 12:00 p.m. - Opening Comments/Keynote  
Speaker/Briefing
- 12:00 – 1:00 p.m. - Lunch with Legislators  
(lunch is provided)
- 1:00 – 2:30 p.m. - Capitol Hill Visits
- 2:45 – 3:30 p.m. - Gubernatorial Candidates (invited)

Registration is free to the first 500 registrants! [Click here for complete registration and event details.](#)

## Mark the Date for a RASCW Green Committee Presentation

On Thursday, **March 11th from 9:00 a.m. – 11:00 a.m.** the RASCW Green Committee will be hosting an educational program on **Energy Rebates and Tax Credits**. The program will be held at Sequoya Library's community room located at 4340 Tokay Blvd., Madison.

A panel of speakers will discuss energy credits, updates for green renovations for existing homes and new construction, and information on the Madison Area Builders Association Green Built Home™ program.

Speakers include Lee Schwartz, Piping Plover Energy Solutions; a representative from Focus on Energy; and, Troy Thiel, RASCW Green Committee Co-chair.

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(continued from page 1 - The RASCW Endorsements for the 2010 Dane County Board)

- District 20 – Sun Prairie/Town of Bristol/part of Town of Sun Prairie – **Duane Gau** (inc.)
- District 21 – Cottage Grove/Wards in northeastern Madison/portions of Towns of Sun Prairie, Windsor and Cottage Grove – **Dave Wiganowsky** (inc)
- District 24 – Monona and wards in Madison – **Pat Barry**
- District 26 – Middleton – **co-endorsed Sharon Corrigan and Josh Gamer**
- District 27 – Wards in the cities of Madison and Fitchburg/Town of Madison – **Jeff Kritch**
- District 28 – Villages of Cross Plains, Black Earth, Mazomanie and Towns of Berry, Black Earth, Cross Plains, Mazomanie and Roxbury – **Kurt Schlicht** (inc.)
- District 30 – Villages of Mount Horeb and Blue Mounds and Towns of Blue Mounds, Montrose (part), Perry, Primrose, Springdale and Vermont – **Don Steinhauer**
- District 33 – Fitchburg – **Jack Martz** (inc.)
- District 35 – Wards in Stoughton/Towns of Albion, Dunkirk, Rutland – **Dave Siitari**

**Uncontested Races with Incumbents:**

- District 9 – Northwestern Madison/portion of Middleton – **Diane Hesselbein**
- District 14 – Western Madison – **Melanie Hampton**
- District 22 – DeForest area – **Dennis O’Loughlin**
- District 25 – Waunakee area – **Eileen Bruskevitz**
- District 29 – Northern Dane County – **Dave Ripp**
- District 31 – Oregon area – **Gerry Jensen**
- District 32 – Verona area – **Mike Willett**
- District 36 – Stoughton area – **Cynda Solberg**
- District 37 – Southeastern Dane County – **Bob Salov**

**What Can You Do?**

- If you do not know what district you are in, call (438.7993) or email ([psalkin@wra.org](mailto:psalkin@wra.org))
- Consider helping a candidate by taking a yard sign, helping distribute some literature or making a few phone calls. This does not have to take much time and it is most appreciated.
- Make a donation to a candidate(s). Small donation or large, they all count and they all help. If you have a Direct Giver account, contact us and we will see that the donation goes out. Consider opening a Direct Giver account if you do not have one.
- VOTE! As always, RASCW never tells its Members how to vote. We offer the names of candidates that we feel are best from the REALTOR®/real estate perspective. Whether you vote for our recommended candidates or not – VOTE – spring turn out is usually low and your vote will count.

Please do not hesitate to call or email me for further information. We can come and address office meetings if you feel that it would be helpful. Thank you.

Phil Salkin  
Government Affairs Director



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# MEMBERSHIP UPDATE

## NEW MEMBERS

**Jeremy Arrington**

Keller Williams Realty - Madison

**Lucia Becker**

Keller Williams Realty - Madison

**Charles Brown**

Century 21 Affiliated - MSN

**Ann Bunge**

Realty 2.0

**Brett Charlesworth**

First Weber Group

**Dennis Dolan**

First Weber Group

**William Drew**

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**Tricia Jordan**

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**Mark Mostrom**

United Country - Bender & Associates

**Jim Oler**

Power Play Realty & Associates, LLC

**Yuzhen Pan**

Prudential Community Realty

**Sharon Rose**

First Weber Group

**Daniel Simons**

Mad City Homes

**Gerald Spears**

Stark Company, REALTORS®

**Kirk Sweeney**

Centruy 21 Zwuygart

**Torey Taylor**

RE/MAX Preferred

**Robb Thole**

Century 21 Accent Realty

**Stacy Wilk**

Keller Williams Realty - Madison CR

Thank you to Mary Duff, Judi Kessler, Joe Long, Laura Stanfield, Phil Salkin, Scott Walker and Tom Weber for sharing their knowledge and time as January Orientation Instructors. You did a great job!!

Congratulations to the 30 new Members who completed Orientation in January sponsored by Dave Jaquish and Jaquish Home Inspections LLC.

## MEMBERSHIP TRANSFERS

**NAME**

**Trisha Campbell**

**Ashley Fragnito**

**Michele Grabow**

**Liza Hellenbrand**

**David Hutter**

**Thom Ingersoll**

**Yishu Jiang**

**Angelo Russo**

**Barbara St. John**

**Jess Silbaugh**

**Sheri White**

**FROM**

Elert Realty, Inc.

Ashley Realty Co.

Right on Target Real Estate, LLC

Coldwell Banker Success

First Weber Group

TRI Appraisals

Century 21 Affiliated - MSN

Heffron Group

Patrick J. Martin Real Estate, LLC

Century 21 Gold Award Homes

Stark Company, REALTORS®

**TO**

Keller Williams Realty - Madison CR

Century 21 Affiliated - Stoughton

Turning Point Realty

CCL Management

RE/MAX Unique Sales

Bunbury & Associates

Prudential Community Realty

First Weber Group

Stark Company, REALTORS®

Independent Realtors®

Keller Williams Realty West

**AFFILIATES**

**John Pelletter**

M&I Bank

Wintrust Mortgage

**Dan Leeder**

Park Bank

River Valley Bank

## NEW OFFICES

**Gage Appraisal Services, LLC**, Elkhorn, WI

**Mortenson Realty Group**, Madison, WI

**Northwoods Land & Lakes, Inc.**, Minoqua, WI

**Power Play Realty & Associates, LLC**, Stoughton, WI

**Turning Point Realty**, Rio, WI

### Ghoulish Gallop

(formerly known as the Home Run)  
& Irv Stein Memorial Walk

Mark your calendar for Saturday, October 30, 2010 at McKee Farms Park in Fitchburg for the annual Run/Walk held to raise funds for the RASCW Housing Foundation. Save the date and plan to run, walk or volunteer at this important event!

## Homebuyer Seminar

Thursday, Feb. 25th. 7 p.m.  
River Arts Center-Prairie du Sac

Click for details!



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