



RASCW

REALTORS[®] ASSOCIATION OF SOUTH CENTRAL WISCONSIN



January 2012

V o l u m e 17 • N u m b e r 1

MARK YOUR CALENDAR

Down Payment Assistance

SHOW ME THE \$\$

Wednesday, January 18, 2012

[\(Click here for details.\)](#)

Blitz 2012

Thursday, March 8, 2012

[\(See page 6 for details.\)](#)

Foreclosure Pitfalls & Short Sale Letter Traps

Wednesday, February 8, 2012

[\(Click here for details.\)](#)

REALTOR[®] & Government Day

Wednesday, February 29, 2012

[\(Watch for details.\)](#)

IN THIS ISSUE

Page 2

President's Message– Bonnie Dixon

Page 3

MLS News

Page 4

Realtor[®] Safety Tip: Cyber Crime
In Sympathy

RASCW Membership Renewals

Page 5

Why We Track Legislation

RASCW RCA Commercial Corner

Page 6

Blitz 2012 - Blitz is a Blast

Blitz 2012 Exhibitor Space

Page 7

Solar Energy & Commercial Solar Group Buy

Page 8

RASCW Donates to Local Food Pantries

Real Estate Continuing Education

Page 9

Calendar: January 15 – February 15

Page 10

Membership Update

2012 RASCW and SCWMLS Leaders Installed



On Wednesday, January 11, **Bonnie Dixon** of the Stark Company, Realtors[®] was installed as the 2012 President of the REALTORS[®] Association of South Central Wisconsin. Vice President is **Carrie Heffron**, Bunbury and Associates, and Treasurer is **Megan Roth-Markham**, Bunbury and Associates

New directors joining the RASCW Board are **Hiam Garner**, First Weber Group, **Kelly Hoffmann**, First Weber Group, **Carrie Miller**, ERA Arthur Real Estate, **Tony Tucci**, Cooper Spransy Realty Inc, and **Robert Proctor**, Axley Brynelson LLP.

Leaving the RASCW Board are 2011 President **Charlie Wills**, First Weber Group, **Greg Hull**, Prudential Community Realty, **Dan Leeder**, Waterstone Mortgage, **Dianne Reiersen**, Reiersen Realty LLC, **Nancy Smith**, First Weber Group, and **Paul Spellman**, Gannon Company Realtors[®]. We thank them all for their time and service.



Erik Sjowall, Bunbury and Associates, was installed as the 2012 President of the South Central Wisconsin MLS. Vice President is **Sam Simon**, Sam Simon Real Estate LLC and Treasurer is **David Stark**, Stark Company, Realtors[®].

We would like to once again express our gratitude to 2011 RASCW President **Charlie Wills** and 2011 SCWMLS President **Jim Blabaum** for their service during the past year. We thank you both for your leadership and accomplishments that will continue to shape both organizations into the future.

Foreclosure Pitfalls and Short Sale Letter Traps

Please join us on Wednesday, February 8th in the WRA Education Center for a free program co-sponsored by the Wisconsin Mortgage Bankers Association and RASCW entitled "Foreclosure Pitfalls, Title Tricks, and Short Sale Letter Traps." As our local markets seek to return to normalcy, we will continue to have foreclosures and short sales as part of that recovery. [Please click here for more details or to register.](#) We hope to see you on February 8th.

SHOW ME THE \$\$

Would you like to help MORE BUYERS with down payment assistance?

Attend a FREE information session

Wednesday, January 18, 2012

WRA Education Center

9 am – 11 am

[Click here for more details.](#)

Co-Sponsored by the Home Buyers Round Table of Dane County and RASCW



REALTOR[®] REVIEW

**A REALTORS[®] Association of
South Central Wisconsin
Publication**

OFFICERS OF THE ASSOCIATION

Bonnie Dixon, President 837-7345
Carrie Heffron, Vice President 643-8525
Megan Roth-Markham, Treasurer 441-7777

DIRECTORS

Sara Alvarado 251-6600
Hiam Garner 274-7500
Rob Helm 827-6867
Kelly Hoffmann (920) 356-1100
Carrie Miller 935-3173
Paul Place 348-8213
Robert Procter 283-6762
Tony Tucci 661-7900

EDITORIAL STAFF

Kevin King, Editor-in-Chief
Ann McGinty, Communications Coordinator

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 Kevin King at kevin@wisre.com.

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

RASCW

4801 Forest Run Road, Suite 101
Madison, WI 53704-7337

Phone: (608) 240-2800
Fax: (608) 240-2801

Items submitted in Microsoft[®] Word programs are also welcome.

www.rascw.org



President's Message – Bonnie Dixon



Happy New Year! I'd like to take a moment to thank you; it's my honor to serve as your Association President in 2012, especially as the SUN RISES! That's right- we believe the darkest days are behind us and we'll focus on moving forward into the light and goodness of the world. Can you imagine the thousands of families we, as individuals and as an Association, served in 2011? Have you thought about how important our roles are? Let's just start by thinking of the thousands of hours of your time you have volunteered to causes that are important to your soul, extra deeds done because they make you rich in satisfaction and thick with humility and love. I can

think of many examples of your hard work and dedication to causes that were important to you – one Realtor[®] or Affiliate Member at a time. Add to that the many stories throughout 2011 of our Members helping one another navigate through difficult times.

Can you feel this? And what about our consumers? For many of them – they would not have been able to see their own light if it had not been for your hand. Do you have any idea of how many lives you've changed? Can you feel the enormity of that? I know it sounds cliché but we're not just selling real estate, that's just the means to get to the end – changing lives, making our communities and our world a better place one day at a time, one transaction at a time. We're walking the walk! As actor Will Smith has so eloquently stated: "If you are not making someone else's life better – then you're wasting your time." I haven't met a one of you that's a time waster – in fact...

All of this reminded me of a great book recently released by New York Times Best Selling author Don Yaeger, *16 Characteristics of Greatness*. Don came up with this list after years of interviewing and studying great athletes:

HOW THEY THINK

- (1) IT'S PERSONAL – They hate to lose more than they love to win.
- (2) RUBBING ELBOWS – They understand the value of association.
- (3) BELIEVE – They have faith in a higher power.
- (4) CONTAGIOUS ENTHUSIASM – They are positive thinkers...they are enthusiastic...and that enthusiasm rubs off.

(continued on page 3)



Your Key to Affordable
HOME LOANS



Dave Parminter
Vice President
608.829.1680



Kane Shutter
Asst. Vice President
608.203.1208



www.TheWCB.com

Cottage Grove • Fitchburg • Madison
Middleton • Monroe

Great Things Happen![™]

AmeriSpec[®]

loves to make agents
and their clients happy!

608-276-8060

www.amerispec.com




THIS AD IS WORTH \$20.00 OFF YOUR NEXT INSPECTION.

© Copyrighted by AmeriSpec, Inc. AmeriSpec is a registered trademark of AmeriSpec, Inc. AmeriSpec services provided by independently owned and operated franchises or corporate-owned offices depending on location.

HOW THEY PREPARE

- (5) HOPE FOR THE BEST, BUT...They prepare for all possibilities before they step on the field.
- (6) WHAT OFF SEASON? They are always working towards the next game...The goal is what's ahead. And there's always something ahead.
- (7) VISUALIZE VICTORY – They see victory before the game begins.
- (8) INNER FIRE – They use adversity as fuel.

HOW THEY WORK

- (9) ICE IN THEIR VEINS – They are risk takers and don't fear making a mistake.
- (10) WHEN ALL ELSE FAILS – They know how and when to adjust their game plan.
- (11) ULTIMATE TEAMMATE – They will assume whatever role is necessary for the team to win.
- (12) NOT JUST ABOUT THE BENJAMINS – They don't play just for the money.

HOW THEY LIVE

- (13) DO UNTO OTHERS – They know character is defined by how they treat those who cannot help them.
- (14) WHEN NO ONE IS WATCHING – They are comfortable in the mirror – They live their life with integrity.
- (15) WHEN EVERYONE IS WATCHING – They embrace the idea of being a role model.
- (16) RECORDS ARE MADE TO BE BROKEN –They know their legacy isn't what they did on the field. They are well rounded.

These are the same characteristics that describe you, the Members of the Realtors® Association of South Central Wisconsin. Bring on 2012 – we're ready for kick off!



Mike Watson
282.6177



Barb Zander
282.6141



Amy Fosdick
282.6173



Judy Hau-Phillips
282.6127

Home Mortgage Experts

For responsive, individualized attention, depend on Home Savings Bank. Discover the difference an independent, customer-owned bank can make.

Call a Loan Officer today.



home-savings.com 282.6000

Member FDIC

Our Experienced Lenders



Cori Femrite
NMLS#594085
608-836-4109
cori.femrite@capitolbank.com



Howard Cagle
NMLS#593729
608-836-4322
howard.cagle@capitolbank.com



Amy Gile-Eng
NMLS#586017
608-836-4307
amy.enge@capitolbank.com

- Superior Service
- Competitive Pricing
- Easy Online Applications
- Local Servicing

Building Relationships That Make A Difference
www.capitolbank.com



CAPITOL BANK

Member FDIC

MLS NEWS

Visit www.scwmils.com for expanded details.



Monthly
Statistical
Reports

Click Here

Setting Favorite Reports

Do you find yourself wasting time looking for the reports you like within Paragon™? You have the ability to control the order reports display for printing and email. When looking at a list of search matches, click on the green Reports drop down on the right. Locate the reports you like best and left click, hold, and drag them one by one up to favorites. This new order will now come up within this reports drop down as well as the print plus reports list and the email list of reports.

Abbreviating Can Result in Missed Matches

When entering data for a new listing, please do not abbreviate fields like Condo Project Name, Subdivision Name, or Lake/River Name as these fields are often used in searches. If a Realtor® is including one of these fields in their search and they type in the complete name, and you have abbreviated it, your listing may get missed. We have set these fields up as "contains search" fields to help alleviate this problem, but even a contains search will miss certain abbreviations. For example, if you have entered Metropolitan or Metropolitan Pl instead of Metropolitan Place, and a Realtor® searching for these condos spells out Metropolitan Place, your listing will be missed.

On the flipside, if you are searching using these non-pick list fields, please keep in mind that the listing agent may have abbreviated. In the case of Metropolitan Place, you may want to search just Metropolitan.

Track Showings via SupraWEB

If you assign your keyboxes to your listings within SupraWEB, you can view showing activity for those listings. You can access SupraWEB at <http://supraweb.suprakim.com>.

If you have never logged on to SupraWEB before, set up an account by clicking "How to get access". Once you have logged on, select Listings at the top. Here you can add keyboxes and assign those keyboxes to listings. Please remember to unassign the keybox when the box is removed.

Showing activity is recorded in SupraWEB when the showing agent's key requests a daily update, so not all showing activity appears on SupraWEB immediately. If you have a concern over access to a particular property and need to verify all showing activity for legal reasons, you should physically read the box. You can find instructions for physically reading a keybox here <http://www.scwmils.com/activekey/keycard.html#reading>. Showing activity is stored in SupraWEB for 6 months after a showing is recorded.

Brokers, managers, and office administrators can gain access to track all office boxes and look up shackles codes. Contact Marian at marian@wisre.com or 608.240.2800 (option 2) if you would like help setting up office access.

Realtor® Safety Tip: Cyber Crime - Keeping You Safe

from Andrew Wooten, SAFE



We all do it, everyday. We do it without thinking, without worry. We put ourselves in harm's way. No, not physically, virtually. How many e-mails did you open today not knowing whom they were really from? How many websites did you visit today without checking their authenticity? How many bills did you pay without verifying the websites were secure?

These are all things we've come to take for granted. We just assume someone out in the Internet world is doing all that for us. With over 6,000 identity theft cases per year in the United States, we can no longer assume anything. Here are some simple, easy to follow tips on how to help protect yourself and your personal information in our ever changing technology driven world.

E-mails

- * Do not open e-mails from sources you do not recognize.
- * Do not open attachments unless necessary.
- * Check e-mail addresses. It may say it's from a friend's name but is it the e-mail address they normally send e-mail through?

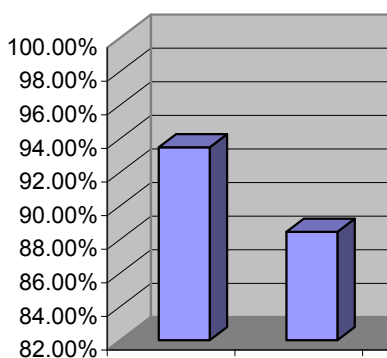
Websites

- * Do not use websites from vendors you do not know or cannot verify. If you haven't heard of the company, check the Better Business Bureau and do a Google search on them.
- * When purchasing anything on a website, be sure the URL has https and that it has a lock somewhere on the site. When you click on the lock it should open up to a dialog box showing security information.
- * Do not transmit personal information over free Wi-Fi sites.

In addition to the tips above, be sure to load anti-virus software on your desktop and laptops and update it frequently. Also, never leave your laptop unattended if you are in a public place, like the airport or a restaurant. Today's technology can be used safely if we implement safeguards. Use technology to run your life. Don't let technology run your life.

To learn more about Andrew Wooten and SAFE, please go to www.justbesafe.com.

RASCW Membership Renewals as of 1/10/2012



Based on Projected Budget Renewals

In Sympathy

Our sincere condolences to Sue Hurd and family on the death of her husband Steve; to Dolly Warren, Tammy and Ted Krez and family on the death of husband and father Don; and to the family of Don Harrop. Please keep these Members and their families in your thoughts and prayers.

Now is the time to build a new home!

Take Advantage of our New Construction Loan Financing Special!

2.99% / 4.07% APR*

* Click here for full details



www.crossplainsbank.com

- Black Earth 767-2553
- Cross Plains..... 798-5221
- Madison..... 826-3505
- Middleton East 828-2286
- Middleton West..... 828-2286
- Mount Horeb..... 437-2577
- Oregon..... 835-9960
- Verona 848-4552
- Waunakee..... 849-2712

Why We Track Legislation

by Phil Salkin, Government Affairs Director

When new Members come to our RASCW Orientation, one of the sections relates to Government Affairs. They always hear us say that government, on all levels, impacts the practice of real estate. That is why so much effort is placed at the federal (NAR), the state (WRA) and local/regional (RASCW) level to track new legislation. The following is an example of legislation on the federal level that can impact real estate sales in our area.

Most people are aware that the President signed the *Temporary Payroll Tax Cut Continuation Act of 2011*. Essentially, this is a two month extension of the old Bush tax cuts. This is a stop-gap measure, while the parties try and put together a longer extension.

To most people, this was quite welcome – less of their paycheck would go to taxes and more would go to their wallets. However, what fewer people may understand is that under its provisions (to help off-set the revenue loss), the Federal Housing Finance Agency (FHFA) will increase guarantee fees charged by Fannie Mac and Freddie Mac by no less than 10 basis points from the average guarantee fees charged in 2011 on single-family mortgage-backed securities. The increase was immediately effective, meaning that the average guarantee fees charged in 2012 will be at least 10 basis points greater than those charged in 2011. This is important because:

- When Fannie Mae and Freddie Mac guarantee and securitize a bundle of mortgages they charge a *guarantee fee* for the service.
- The bill mandates an increase of 10 basis points (one-tenth of one percentage point) in this guarantee fee.
- The increased fee is paid by lenders to Fannie & Freddie who then pass through that increased revenue to the U.S. Treasury (to fund the payroll tax cut).
- In the end, the increased fee is expected to be passed on to borrowers by the lenders.

Furthermore, in early 2012, the FHFA will consider whether *additional* guarantee fee increases are necessary to ensure that the new requirements of the law are met. If so, the increases will be phased in over the next two years. This will likely result in an approximately .125% increase in interest rates for anyone taking out a new mortgage – whether for a new purchase or to refinance an existing loan. Consumers will pay the increased rate for the entire duration of the loan.

- The two-month tax cut is estimated to be worth about \$165 for someone making \$50,000/year – but –
- The fee increase would amount to approximately \$15/month extra for a \$200,000 mortgage – or - \$180/year for 30 years – \$5,400 over the life of the loan.

This is one of the many measures we will be following in 2012. It may be another reason to suggest that individuals mulling over the purchase of a home this year take advantage of the lower home prices, the large inventory and low mortgage rates and to do so before other pending discussions in Washington create more uncertainty for the market.

RASCW RCA Commercial Corner

by Rob Helm, CCIM, RASCW Director

Welcome to 2012 Commercial Realtors® and congratulations. You've made it through the most difficult real estate market in decades. The key question now is: can we look forward to a resurgence of commercial real estate in 2012, or are we facing a new reality?

In the Dane County area, we've already seen improvement in 2011. Commercial leasing activity increased this year and commercial sales activity was about even with 2010. In a clear sign of an improving local economy, absorption of office space was about double that of 2010. Vacancy dropped 1.5% from the end of 2010 to about 14% overall. Retail vacancies also declined in 2011 – from about 8.5% at the end of 2010 to 7.5% today, as 182,000 SF of net additional retail space was absorbed in the Dane County market. In spite of three good quarters of industrial leasing and plenty of activity, the overall vacancy rate for industrial building ticked up slightly in 2011.

As we move forward, clear the slate from 2011, fine tune new business plans, what can we expect?

For an answer, consider attending the 2012 Wisconsin Economic Forecast Luncheon on January 17th 12:00 – 2:00 PM. This event is sponsored by WRA and the Wisconsin Bankers Association and will take place at Monona Terrace (register at www.wisbank.com/economicforecast).

Here are some other prognostications for 2012:

Dr Peter Linneman, Wharton School of Business says, "We anticipate real GDP will grow 2.5% over the next year – lower than our previous estimate of 3.4%. Due to the absence of a stable political environment, we have dramatically lowered our job growth forecast to 1.6 million in 2011, 1.8 million in 2012 and 2.9 million in 2013".

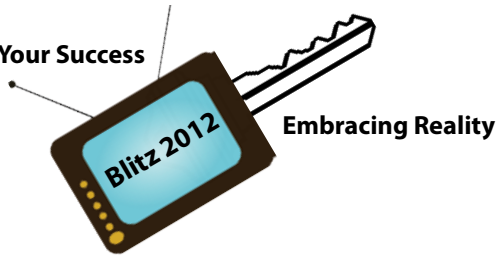
David Rifkind of G. Smith Partners investment banking firm sees opportunity, "We should see a meaningful increase in commercial real estate transaction volume over the next 12 months. More distressed assets will come to market ... as an estimated \$2 trillion worth of C.R.E. debt matures between 2011 and 2015 – much of it originated at the top of the last cycle in '05 – '07".

Costar's recent survey of readers suggests that current real estate trends will continue into 2012. "Banks and servicers will continue to jettison non-performing assets. Multifamily properties will continue their hot streak. U.S. political inaction/posturing in an election year and world economic uncertainty will continue to weigh down true recovery".

US Bank says, "Real estate investments should become increasingly attractive in 2012. Because of attractive returns for many areas of C.R.E. and the higher potential for inflation, real estate investments should be emphasized as appropriate".

2012 – continuing resurgence or new realty? I think 2012 will be a little of both for commercial real estate. In spite of continuing challenges, I'm pumped about the New Year. I hope you are, too.

The Key to Your Success



Blitz 2012 • Blitz is a BLAST!

Thursday, March 8, 2012
Marriott Madison West

Be sure to mark your calendar for **Thursday, March 8, 2012** at the Marriott Madison West for Blitz 2012! It's a perfect way to spend time with peers and get reenergized for 2012.

For those of you not familiar with the RASCW Blitz, it is a day long event full of education, exhibits and networking opportunities.

Event highlights include –

- An **Exhibit Hall** filled with exhibitors displaying their products and services. The exhibitors truly go all out with games, treats and giveaways. This year, the Blitz Committee hopes the exhibitors will have fun with the theme and design their booths around a reality show, news program or game show. **Lunch is included** and will be served in the Exhibit Hall.
[Click here for a list of Blitz 2012 Exhibitors to date.](#)
- **Two new general sessions with national speaker Verl Workman.** Verl was so well received at last year's Blitz that Members asked us to bring him back. If you missed Blitz last year, you won't want to miss Verl this year.
[Click here to learn more about Verl.](#)
- **Six Workshop Sessions** to choose from with topics to include an economic update and outlook, prospecting, technology tools, a broker panel and appraisals.
- A **reception** at the end of the day featuring appetizers, cash bar and prizes.

Watch for more details as the Event approaches!

Early registration is \$50, which includes lunch. Save \$5 by registering as a group of five or more. (Note: Group registrations need not be from the same company.) It's not too early to register!

[Click here for a registration form.](#)

Blitz 2012 Exhibitor Space

We still have booth space for Blitz 2012 set for March 8, 2012 at the Marriott Madison West. But you'll need to hurry! Time is running out! Contact Janine Smith at jsmith@wisre.com or 608.240.2800 for further information.



VA, FHA, and USDA experts

We help Realtors put clients into homes



Ryan Smith NMLS #287314
608-234-5117 (w)
608-513-3942 (c)
RSmith@WaterstoneMortgage.com



Kathy Jasper NMLS #289643
608-729-5377 (w)
608-445-8275 (c)
KJasper@WaterstoneMortgage.com



Mark Wimmer NMLS #526229
608-661-7017 (w)
608-217-1171 (c)
MWimmer@WaterstoneMortgage.com



Dan Leeder NMLS #470144
608-729-7529 (w)
608-320-8299 (c)
Dan.Leeder@WaterstoneMortgage.com



WATERSTONE MORTGAGE CORP. (NMLS #186434) IS A WHOLLY OWNED SUBSIDIARY OF WATERSTONE BANK SSB. (NASDAQ: WSBF) WISCONSIN DEPARTMENT OF FINANCIAL INSTITUTIONS LICENSEE EXEMPT. MS-48-101411

608-807-0061 | WCMadison.com | Like us on Facebook



Informational Workshop: Solar Energy and Commercial Solar Group Buy

Why has solar energy become an increasingly popular investment for commercial and residential building owners?

Answer: A significant drop in the cost of solar panels combined with federal incentives and group purchasing pricing means you can lock in a rate of ~13.8 cents/kWh per year for 25 or more years with solar energy.

UPCOMING INFORMATIONAL WORKSHOP:

January 18th, (8:00am)

Location: WECC, 431 Charmany Drive, Madison

RVSP: DonW@weccusa.org

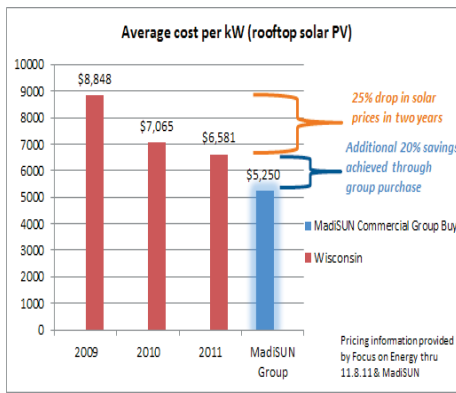
No cost to participate

Topics include:

- Overview of solar electric
- Group buy economics
- Time for questions
- Tour of the WECC Solar Systems

About MadiSUN Commercial Solar Group Buy

The MadiSUN solar group buy program is a city supported effort funded by the Department of Energy Solar America's Communities program to coordinate volume discounts on solar energy systems for commercial businesses in the Madison area.



Typical cost of 5 kW installed solar system = \$30,000
 - Est. value of MadiSUN Group Buy discount = \$3,750
 - Est. 1603 Treasury grant cash rebate incentive = \$7,880
 - Est. value of accelerated depreciation incentive = \$7,880
 13.8 cents/kWh per year for 25 or more years = \$10,490

For more information visit:
WWW.MADISUN.ORG/SAVE

Check out solar at these Madison area locations:

- 610 N Whitney Way.
- 800 University Bay Dr
- Aberdeen Apts.
- City Row Apts.
- Depot Apts.
- Main Street Industries
- Park Central Apts.
- Pheasant Ridge Apts.
- Sequoia Commons Apts.
- The Overlook at Midtown
- Yahara River View Apts.



Commercial Lease Rate Comparison - 2010/2011

	Off E	Off Cent	Off West	Retail E	Retail Cent	Retail W	E Off/Whs/Mfg/Ind/Lab	C Off/Whs/Mfg/Ind/Lab	W Off/Whs/Mfg/Ind/Lab
2011 Jan.	\$12.71	\$16.79	\$14.32	\$11.03	\$19.85	\$15.52	\$5.84	\$8.21	\$6.32 *
2010 rates	\$13.46	\$17.35	\$14.31	\$11.66	\$18.07	\$14.52	\$5.78	\$8.71	\$6.62
2011 Feb.	\$12.71	\$16.93	\$14.30	\$11.03	\$19.72	\$15.43	\$5.84	\$8.21	\$6.28 *
2010 rates	\$13.45	\$17.13	\$14.33	\$11.52	\$18.03	\$14.39	\$5.76	\$8.71	\$6.62
2011 March	\$12.58	\$16.70	\$14.30	\$11.03	\$20.10	\$15.23	\$5.95	\$8.21	\$6.28 *
2010 rates	\$13.38	\$17.17	\$14.39	\$11.58	\$18.00	\$14.45	\$5.69	\$8.71	\$6.46
2011 April	\$12.57	\$16.88	\$14.30	\$11.03	\$19.62	\$15.23	\$5.94	\$8.21	\$6.25 *
2010 rates	\$13.44	\$17.33	\$14.38	\$11.31	\$17.91	\$14.47	\$5.90	\$8.39	\$6.58
2011 May	\$12.67	\$16.90	\$14.25	\$10.87	\$20.40	\$15.23	\$5.89	\$8.21	\$6.25 *
2010 rates	\$13.32	\$17.12	\$14.37	\$11.33	\$18.11	\$14.45	\$5.70	\$8.39	\$6.58
2011 June	\$12.59	\$17.23	\$14.27	\$11.00	\$19.62	\$15.97	\$6.06	\$8.21	\$6.23 *
2010 rates	\$13.33	\$17.09	\$14.36	\$11.34	\$18.11	\$14.44	\$5.69	\$8.20	\$6.58
2011 July	\$12.62	\$16.88	\$14.43	\$10.80	\$19.59	\$15.18	\$6.02	\$8.21	\$6.19 *
2010 rates	\$13.32	\$17.00	\$14.34	\$11.23	\$18.55	\$14.51	\$5.87	\$8.20	\$6.58
2011 August	\$12.55	\$17.00	\$14.31	\$10.79	\$19.59	\$15.20	\$5.93	\$8.21	\$6.19 *
2010 rates	\$13.22	\$17.95	\$14.29	\$11.34	\$18.13	\$14.48	\$5.82	\$8.20	\$6.56
2011 Sept.	\$12.57	\$17.40	\$14.35	\$10.66	\$19.79	\$15.20	\$5.91	\$8.21	\$6.19 *
2010 rates	\$13.26	\$17.09	\$14.25	\$11.40	\$18.13	\$14.31	\$5.76	\$8.21	\$6.56
2011 Oct.	\$12.56	\$17.35	\$14.43	\$10.52	\$19.79	\$15.14	\$5.96	\$8.21	\$6.18 *
2010 rates	\$13.40	\$17.00	\$14.25	\$11.35	\$18.01	\$14.55	\$5.96	\$8.21	\$6.47
2011 Nov	\$12.59	\$17.28	\$14.34	\$10.32	\$19.53	\$15.14	\$6.04	\$8.48	\$6.19 *
2010 rates	\$13.28	\$17.00	\$14.29	\$11.31	\$18.01	\$14.55	\$5.88	\$8.21	\$6.56
2011 Dec.	\$12.47	\$17.18	\$14.34	\$10.30	\$19.51	\$15.32	\$5.98	\$8.21	\$6.19 *
2010 rates	\$12.80	\$17.16	\$14.35	\$11.36	\$19.95	\$15.53	\$5.82	\$8.21	\$6.37

*Ave Modified Rent (Tenant pays some or all expenses)



AnchorBank's FHA loan option

Refinance or purchase with a low down payment.

- Monetary contribution as low as 3.5% of purchase price. Borrower's contribution can be from personal savings or a gift from family.
- For purchase of one- to two-unit primary residences (single family, townhomes, HUD approved only condos and modular). Rural properties are also acceptable.
- Loan-to-value ratios as high as 97.75% for refinance and 96.50% for purchase.

For more information and today's rates, contact us today.

TeleBranch™
 1-800-25 ANCHOR (252-6246), option #2

WebBranch™
anchorbank.com



© 2011 Anchorbank, fsb. AnchorBank is a service mark of Anchor BanCorp Wisconsin Inc.



RASCW Donates to Local Food Pantries

On behalf of all RASCW Members, representatives of the Board of Directors presented donations for use in local food pantries to:



Second Harvest Foodbank
of Southern Wisconsin (Dane County)



Central Wisconsin Community Action
(Columbia, Dodge, and Sauk Counties)



Coulee Prairie du Chien Food Pantry
(Crawford County)



Southwestern Wisconsin Community Action
(Iowa, Lafayette, Grant and Richland Counties)

Real Estate Continuing Education

All licensees must complete six Department of Safety and Professional Services (DSPS)-approved courses for a total of 18 hours in the 2011-12 biennium. There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DRL-approved electives list.

Mandatory Courses (All licensees must take courses 1-4)

- Course 1 - Listing Contracts
- Course 2 - Offer to Purchase
- Course 3 - New Developments
- Course 4 - Buyer Agency Agreements

Elective Topics (Licensees must take two of the following)

- Elective A - Short Sales and Foreclosures
- Elective B - Environmental Matters
- Elective C - Other Approved Forms
- Elective D - Financing

Upcoming Classes at WRA (Madison)

February 16:
Course 1 (8:30 a.m.) and Course 2 (1:00 p.m.)

February 23:
Course 3 (8:30 a.m.) and Course 4 (1:00 p.m.)

March 15:
Elective A (8:30 a.m.) and Elective B (1:00 p.m.)

Register at www.wra.org – on the home page, click on the Continuing Education Tab.



**BANK OF
PRAIRIE DU SAC**

OPEN DOORS
With A Leading Mortgage Team

Butch Passehl **Linda Oelke-McNamer**
Vice President Vice President
bpassehl@bankpds.com lmcnamer@bankpds.com
NMLS #685866 NMLS #685867



 Banking Done Right. Right Here. Since 1916.
608.643.3393 www.bankpds.com MEMBER FDIC

Barter - Trade
Doug Jenkins Painting
Interior • Exterior
Over 30 Years • Over 2,000 References
Wallpaper Removal • Drywall Repair
249-4451

Calendar: January 15 – February 15

Monday, January 16

Paragon™ Basic**
9:00 am - SCWMLS Training Room

Wednesday, January 18

Down Payment Assistance Program
8:30 am - WRA Education Center
([click here for more information](#))

Green Committee*
9:30 am - RASCW Conference Room

SCWMLS Directors
11:00 am - RASCW Conference Room

WCR Business Resource Luncheon
11:45 am - Edgewater Hotel
([click here for more information](#))

Wednesday, January 25 - Friday, January 27

WRA Winter Convention
All day - Lac du Flambeau
([click here for more information](#))

Thursday, January 26

RASCW Directors
9:00 am - WRA Education Center

RASCW Directors/Committee Chair Lunch
11:45 am - WRA Education Center

RASCW Housing Foundation
12:00 pm - RASCW Conference Room

Paragon™ Basic**
9:00 am - SCWMLS Training Room

Thursday, February 2

Affordable Housing/Equal Opportunities Committee*
9:00 am - RASCW Conference Room

Friday, February 3

SCWMLS Committee
9:00 am - RASCW Conference Room

Tuesday, February 7

SCWMLS Broker Meeting Listing Syndication/List Hub
1:00 pm - WRA Education Center

Wednesday, February 8

RASCW/W MBA Foreclosure Short Sale Seminar
9 am - WRA Education Center
([click here for more information](#))

Thursday, February 9

Blitz Committee*
9 am - RASCW Conference Room

Wednesday, February 15

SCWMLS Directors
11 am - RASCW Conference Room

WCR Business Resource Luncheon
11:45 am - Edgewater Hotel
([click here for more information](#))

* [Click here for RASCW 2012 Committee Descriptions](#)
[Click here for RASCW 2012 Committee Selection](#)

** [Click here to register for Paragon™ classes.](#)

Location, Location, Location!

We Are:
a Local Bank,
with Local Appraisers,
and Local Servicing.

See us today!



Steve Sponeon
ssponem@rivervalleybank.com
NMLS #: 425819

Christa Sweeney
csweeney@rivervalleybank.com
NMLS #: 470172

David McManamy
dmcmanamy@rivervalleybank.com
NMLS #: 250944



2601 West Beltline Hwy, Suite 104
Madison ❖ 608.661.3560
www.rivervalleybank.com



MEMBERSHIP UPDATE

NEW MEMBERS

Dennis Catencamp
Century 21 Affiliated

Archie Dean
Keller Williams Realty

Tonya Frye
United Country-Beloit Auction & Realty Inc

George Goecks
United Country-Beloit Auction & Realty Inc

Victoria Grochola
First Weber Group

Robert Hilliard
Stark Company, Realtors®

Fred Hookham
Keller Williams Realty

Barton Jackson
First Weber Group

April Johnson
The Alvarado Group, Inc

Kevin Koester
Century 21 Affiliated

Scott Larson
Hedeman Real Estate Company

Robert Lynch
Shorewood Hills Realty, Ltd.

Michael Marquette
Century 21 Affiliated

Tim Martin
Martin Appraisals, LLC

Tim O'Brien
Tim O'Brien Homes Inc

Rich Ranft
United Country-Beloit Auction & Realty Inc

Thomas Reynolds
Stark Company, Realtors®

Dan Seeley
Steve Brown Apartments

Jaclyn Skjervem
Steve Brown Apartments

John Smecko
Keller Williams Realty

Kelly Thompson
Martinson Real Estate LLC

Tara Voelker
Century 21 Tri-County Real Estate

Candace Walker
First Weber Group

Terry Wilson
Bunbury & Associates

New Affiliates

Edith Illinski
Farmers Savings Bank

Aaron Meyer
First Bank Financial Centre

MEMBERSHIP TRANSFERS

NAME

Aimee Bauman
Amy Becker
Kimberly Brooks
Carla Collins
Alison Deininger
Deborah Ersland
Cari Fuss
Annette Gelbach
Robert Grether
Ginger Hauser
Ramona Heiring
Mitzi Herber
Jason Koehler
Edward Kraisinger
Tammy Krez
Mary Lausted
Kari Manson Hvam
Elizabeth Monson
Patricia Mueller Larson
Amy Onofrey
Marilyn Reardon
Jeremy Spiegel
Judith Spiegel
Jim Todd

FROM

Best Real Estate Group
First Weber Group
Re/Max Ridge-N-River
Coldwell Banker Success
Fairway Independent Mortgage
Best Real Estate Group
Urban Solutions, Inc
Gelbach Commercial Real Estate
The Alvarado Group, Inc
Keller Williams Realty
Paramount Realty
Town & Country Realty
Coldwell Banker Success
Bunbury & Associates
Lakewood Realty
Paramount Realty
Coldwell Banker Success
Stark Company, Realtors®
Stark Company, Realtors®
Coldwell Banker Success
Stark Company, Realtors®
Coldwell Banker Success
Coldwell Banker Success
Keller Williams Realty

TO

Key Commercial Real Estate, LLC
State Bank of Cross Plains
Brooks Realty LLC
Stark Company, Realtors®
Starion Financial
Key Commercial Real Estate, LLC
Encore Real Estate Services, Inc.
Key Commercial Real Estate, LLC
Lakepoint Realty
Hauser Estates Realty, Inc.
Keller Williams Realty
United Country Platteville Realty, LLC
Stark Company, Realtors®
Mossy Oak Properties of Wisconsin LLC
Stark Company, Realtors®
Keller Williams Realty
Stark Company, Realtors®
Elizabeth Monson
Turning Point Realty
Keller Williams Realty
Tim O'Brien Homes Inc
Stark Company, Realtors®
Stark Company, Realtors®
Coldwell Banker Success

NEW OFFICES

United Country-Beloit Auction & Realty Inc,
Beloit, WI

Brooks Realty LLC, Marquette, IA

Elizabeth Monson, Madison, WI

First Bank Financial Centre, Madison, WI

First Weber Group, Monroe, WI

Hauser Estates Realty, Inc., Monona, WI

Keller Williams Realty, Prairie du Chien

Key Commercial Real Estate, LLC, Madison, WI

Martin Appraisals, LLC, Westfield, WI

Shorewood Hills Realty, Ltd., Madison, WI

Tim O'Brien Homes Inc, Madison, WI



Front Row from left to right: Trevor Stebbins NMLS 526228, Brian Showers NMLS 552764, David Reddington NMLS 526224 Back Row: Chuck Endres NMLS 842162, Steve Santek NMLS 526225, Peter Stebbins NMLS 526227, Ron Steinhofner

Meet the
Mid America Bank
Lending Team



342 Junction Road Madison, WI 53717
608.827.2600 | www.bankmidamerica.com
madisonloans@bankmidamerica.com

**The Nationwide Mortgage Lending System & Registry (NMLS) number is a "Unique Identifier" permanently assigned to each company, branch, and individual for monitoring and regulation of national mortgage loan originators. The NMLS number provides a tool that tracks companies and individuals across state lines and over time.