



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



April 2016

V o l u m e 2 1 • N u m b e r 4

MARK YOUR CALENDAR

App-y Hour

Wednesday, May 11
The Coliseum Bar, Madison
[Click here for more information.](#)

RASCW Brewers Outing

Wednesday, June 1
[Click here for more information.](#)

RASCW Golf Outing

Tuesday, July 19
[Click here for more information.](#)

Bocce Ball Tournament

Wednesday, August 10
The East Side Club
Details to Follow

[CLICK HERE](#)
FULL EVENT CALENDAR

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Membership Update

Tom Weber Elected President for 2017



At its March 24th meeting, the RASCW Board of Directors elected **Tom Weber** of First Weber Inc. to the office of President-elect. Tom began his service on the Board in 2015 and currently serves as the RASCW Treasurer. He will be installed as President in January 2017 as RASCW enters its second century as a chartered member of the National Association of REALTORS®. Please join us in congratulating Tom on his election.



April Is Fair Housing Month

April 2016 marks the 48th anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property.

Fair Housing Declaration

I agree to:

- Provide equal professional service without regard to the race, color, religion, sex, handicap, familial status, national origin or sexual orientation of any prospective client, customer, or of the residents of any community.
- Keep informed about fair housing law and practices, improving my clients' and customers' opportunities and my business.
- Develop advertising that indicates that everyone is welcome and no one is excluded, expanding my client's and customer's opportunities to see, buy, or lease property.
- Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.
- Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.
- Refuse to tolerate non-compliance.
- Learn about those who are different from me, and celebrate those differences.
- Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.
- Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

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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: Dewey Bredeson

This year is already one quarter gone, which brings us to the topic of time. One of my favorite sayings is "Time is what keeps everything from happening all at once."

We are all given 24 hours every day and it is up to us to use them as we see fit. It makes no difference how wealthy or smart you are, you are given the same 24 hours as everyone else. You cannot buy time, though you can use your time to make money.

One of the many reasons people say they become a REALTOR® is so they can manage their time. Now we all know, or at least we should, that you need to put time into your real estate practice. That is a given especially now that we are entering our busiest time of the year.

We all need to sleep. You may borrow some time for one day by sleeping less though you will either need to sleep more the next day or you risk your health. Then you get sick and spend a week in bed and end up way behind.

Now between work and sleep 2/3rds to 100% of your time is taken. I do not recommend you spend all of your time working and sleeping. I do not believe it will make you happy. I am a firm believer in pursuing happiness, and that definitely involves sleep and work, but also honoring commitments to family, friends, and self. So, you have permission to have fun!

REALTOR® Safety



Learn from Kimberly Allard-Moccia, NAR REALTOR® Safety Course Instructor as she shares specific tools and practical advice for implementing safety protocols into your real estate business.

Whether you work on your own or as part of a team, everyone should have the same goal - to create a safe work environment.

Register now at REALTOR.org/Safety

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IT'S APP-Y HOUR!

Presented by the RASCW Professional Development Committee

Wednesday, May 11, 2016

3:00-5:00 pm • The Coliseum Bar
232 E Olin Ave, Madison

CLICK [HERE](#) FOR MORE INFORMATION

MLS NEWS

Visit www.scwmls.com for expanded details.



Easier Search by Parcel Number

A new parcel number search field has been added within the Tax module. This field allows you to strip the dashes and periods from parcel numbers when searching and just enter the numbers. In other words, you no longer have to remember where the dashes are when searching by parcel number.

Q: Why are some no showings *until* listings in an Active status instead of Withheld/Delayed?

A: We are generally seeing two reasons a new listing is not available for showings right away. The first is the property is not ready to be marketed due to needed clean up, timing for professional photos, desired staging, etc. You will find these listings in the Withheld/Delayed status as the listing agent does not want them to be viewed by the public yet. In the second situation, the property is all ready for public viewing, but the seller and listing agent decide to pick a launch date, often starting with an open house. You will find these listings in Active as the seller and agent want the public to see them. The listings in Active must include the date showings will be allowed in the first line of the public remarks. Our rules regarding "no showings until" listings have taken both situations into account, and allow agents the flexibility to market these listings as either Withheld/Delayed or Active.

Reminders Regarding Paragon™ Limits

- A property must be off the market for at least 31 days to clear cdom. Paragon™ looks at the last expiration date and the new list date. There needs to be at least 31 full days the property was not active in between the old expiration date and the new list date in order for the old days on market to be cleared from cdom. When counting the 31 days, do not count the old expiration date or the new list date, only count the days in between.
- Email auto notifications of price changes are sent from Paragon™ only if the price change is at least .5%. This setting limits the practice of \$1 price changes to gain exposure.
- Within the price column on spreadsheets, a price in red indicates a price decrease, and a price in green indicates a price increase. In addition, if you hover over the arrow, the previous price and percentage of change will display. Price changes are highlighted for 2 weeks.

Warning - Entering 999 for Year Built

If you enter 999 for year built = unknown, your listing may be missed when consumers search on public websites, as several website vendors do not include unknown values. Please take a few extra minutes to find and enter the year built. We currently have over 1300 active listings with 999 for year built.



It's Spring time at the Ball Park!!

Join **RASCW & WMBA** on a trip down to Miller Park where the **Milwaukee Brewers will take on the St. Louis Cardinals** on Wednesday, **June 1st**.

Cost of Event is \$45.00 per ticket, which includes:

- Outfield Box Seats • Entertaining Bus ride down & back! • Refreshments on Bus

CLICK HERE FOR MORE INFORMATION OR TO REGISTER



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Website Enhancements

- Additional School Information

RPR has added an additional set of school data from [Maponics](#). The existing data reflects what has been entered into the MLS by the agent. The new data from Maponics will show data based on property location and known school boundaries. It's important to note that in some situations the listing information might be blank or there could be conflicting information. Agents should advise clients to check with local school boards to verify district information.

Users will be asked to select which school to include in a *School Report*.

- Notes Section

When note taking in RPR, look to the new checkbox that sets the default to *Include Notes in My Report*. Uncheck the box to do otherwise.

- Seller Proceeds

Find the new and improved Seller's Proceeds worksheet on the summary tab of the *Property Details* section. Choose whether to include the worksheet in Seller's Reports but note that data entered is not auto calculated.

RPR Commercial

- New Investment Analysis Tool

RPR's new investment analysis tool, Valuate®, which replaces the previous tool, allows users to run sophisticated financial analyses on both residential and commercial properties. Valuate's engaging and user friendly web based platform offers a high level of interactivity between agent and client. Run on-the-spot scenarios, instantly present and share results, create customized reports, and more.

- ESRI Update

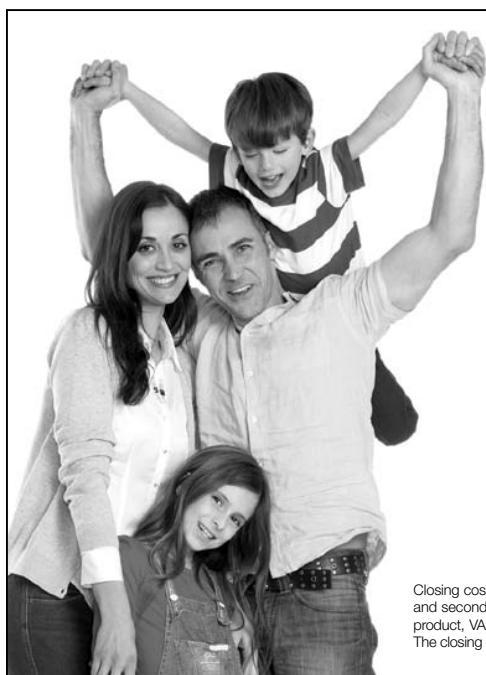
This month's update also includes refreshed demographic and tapestry data for all ESRI elements in RPR's thematic maps, Trade Area and Economic Area Reports.

- Google Street View

See more, do more in RPR Commercial: now with Google street view (already available in RPR Residential.)

Enhancements to RPR Mobile™

1. Find *Keyword Search* as an option within the *Advanced Search* feature. Remember that keywords work in the *Property Description* field only.
2. Customize the name of your saved searches and properties.
3. Use your fingerprint to login onto Android device (already available on iOS).
4. Print Reports now supported in iOS (previously only available in Android). Generate a report, click View Report and then select where you would like to send it.
5. Use bold, italics, underline and strikethrough on your RPR Property Flyer descriptions.
6. Copy and paste text on your iOS device (already available on Android).



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Closing cost credit available on construction loans, first mortgage purchase and refinance transactions that are for primary residences and second homes. This offer is not available for loans secured by a second lien, home equity line of credit, Foundations for Families product, VA, FHA or USDA loans. This offer is available for loans with applications dated from January 1, 2016 through July 30, 2016. The closing cost credit will be applied at the time of loan closing. This is not valid with any other mortgage offers and is subject to change.



New NAR Member Benefit and Referral Program!



Liberty Mutual is NAR's exclusive auto, home, and renter's insurance provider, offering quality coverage, expert advice, and exclusive savings of up to 10% for NAR members. Here's what this means for you:

Benefits & Highlights for NAR Members

- Every client you refer to Liberty Mutual and an auto insurance quote is completed you receive \$40.
- This is in addition to the 10% auto insurance discount you also receive and 5% discount off of Liberty Mutual's home insurance.

How Can This Referral Program Work For You

- Pay for your RASCW, WRA and NAR dues
- Invest in your business – take your client to lunch or purchase a closing gift
- Support a charity of your choice

Your Liberty Mutual Benefits Can Also Help Your Clients

The Liberty Mutual Auto Insurance Referral Program™ lets you extend to your clients the same exclusive auto insurance benefits that you have access to through NAR's REALTOR Benefits® Program. Plus, for every client you refer to Liberty Mutual who completes an auto quote, you receive \$40.



To get started contact:

Jason Guttenberg
Liberty Mutual Insurance
Phone: 608 628-8888

Email: jason.guttenberg@libertymutual.com

Website: <https://www.libertymutual.com/jasonguttenberg>

WRA LEGISLATIVE ALERT

A look at how current WRA-supported legislation is moving and making progress toward preserving and protecting a healthy real estate economy.

Time of Sale Loophole Closed by Wisconsin Legislature

Under a new law that went into effect in July 2015, local units of government are prohibited from requiring inspections, property maintenance or payment of related fees at the time of sale or transfer of title. A time of sale (TOS) requirement is an obligation that must be performed prior to a closing when a property is sold. Prior to the new law, TOS requirements served as a source of frustration for sellers and others involved in real estate transactions. However, since the passage of the new law, some communities have asserted that the new law only applied to sellers — not to purchasers or new owners upon occupancy. These communities found a loophole.

Background:

State Sen. Frank Lasee (R-De Pere) and state Rep. Robert Brooks (R-Saukville) introduced AB 568/SB 445 that included a provision to close this loophole.

A local government may still require homeowners to maintain their property to certain standards — but not at the time of sale, purchase, occupancy or transfer of the property.

What's in play:

Proposal: Legislation that closes a loophole in the 2015 time of sale law by expanding the time of sale restrictions to buyers at the time of occupancy.

Bill status:
Time of sale loophole closed when Gov. Walker signed 2015 Wis. Act 176 into law.

The WRA engages in advocacy on behalf of REALTORS® and property owners through a variety of programs including:

NAR Seeking Good Neighbors



Wouldn't it be great to see one of RASCW's Members on the cover of REALTOR® Magazine? Once again NAR is seeking nominations of REALTORS® who make an extraordinary impact on their communities through volunteer work.

Five Good Neighbor Award winners will receive \$10,000 grants plus travel expenses to attend the 2016 REALTORS® Conference and Expo in Orlando, FL in November. In addition, five honorable mention recipients will be awarded \$2,500 grants.

For More Information, please go to REALTOR.org/gna

FREE Home Buyer Education Classes

Presented by GreenPath, Home Buyers Round Table of Dane County and Project Home.

Where: Project Home's Training Center, 1970 S. Stoughton Road, Madison

Next classes: Tuesday 6:00 pm – 9:30 pm
April 12 and 19
May 10 and 17

Saturday 8:30 am – 4:30 pm
May 21

For more information, please click [HERE](#).

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In Memoriam



Our condolences go out to the family and friends of **James Gill**. Jim passed away on March 19, 2016. A long-time member of the Greater Madison Board of REALTORS® he was a founding member of First Realty Group. He retired from real estate in 1992.



Our condolences also go to the family and friends of **Tabatha Daniels**, who passed away on March 21, 2016. Tabitha was the broker-owner of Daniels Realty in Beaver Dam.

RASCW Commercial Corner

RASCW Commercial Corner by *Ralph Kamps and Dan Roseliep, CSC Co-Chairs*

Time to Sell - Maximize your value!
What should I share with prospective purchasers?

Whether you are selling multifamily, office or other investment property consider what documentation is helpful in maximizing your price in the marketplace.

To begin - answer this question: What is a Buyer looking for in a purchase? The Buyer is going through the following thought process:

1. Are the rents at the maximum levels according to the market?
2. What are the stabilized past three years of income and vacancy loss?
3. What are the stabilized past three years of expenses?
4. Is there any deferred maintenance? A third party property inspection is usually ordered for this.
5. What capital improvements or replacements have recently been done?

It is vital to have capital improvements "washed" out of the expenses because if one-time major cash items are mixed in with expenses it will ultimately understate your net operating income. After all, that is what a Buyer is really purchasing from you. A coherent story backed up with reasonable numbers goes a long way to reeling the highest offer in. Let's look next at how the Buyer regards the annual stabilized income and expense information.

A simple way to remember the income approach to valuation is by the simple formula for determining the rate of capitalization often called "cap rate." $\text{Income} = (\text{Rate}) \times (\text{Value})$. A Buyer (and an appraiser hired by a lender) is looking for a desired rate of return. Typical cap rates are 5.5% - 8% or more depending on many different market circumstances. To solve for rate, divide the net operating income by the value offered. It is important that the net operating income does not include mortgage interest or principal or depreciation which is purely a tax number. It is obvious that the higher the net operating income (NOI) the higher the price. The sales process involves communicating what the present net income scenario is as well as conveying what the potential for the property is. Clear information upfront will go a long way to getting the highest possible offer.

Greater Madison Area
April 2016 - Asking Lease Rates

Property Type	Cap Rate	Central	West
Office/Retail	5.12-5.28	\$18.16	\$14.47
Industrial	5.12-5.28	\$20.16	\$14.47
Multi-Family	5.12-5.28	\$20.16	\$14.47

Asking Lease Offer/Underwrite Fee from 04/01/16 - 04/30/16

[Click Here for the April Asking Lease Rates](#)

Save the Date
New Developments for Commercial Brokers 2016
Tuesday May 17, 2016 • Details to Follow

\$499 Flat-Fee Closing Costs

Help your clients save on their dream homes with our \$499 flat-fee closing costs* and low rates on a seven-year ARM.

Our friendly experts make the home finance process easy. Call us at 800.533.6773, ext. 2810, visit uwcu.org or stop by a branch.

*\$499 closing cost option available for 7-year adjustable rate mortgages only. Offer valid on purchase transactions closed January 15, 2016, through May 31, 2016. Applies to single-unit owner-occupied properties only. Offer excludes refinances, lot, FHA, WHEDA and VA loans. Assumptions: 3.25% rate, 3.528% APR (Annual Percentage Rate), loan amount of \$150,000 and a 20% down payment, origination fee of \$499, term of 360 months and monthly payments of \$652.81. Rate subject to change. Offer subject to credit approval and underwriting and is subject to change. Escrow and daily interest charges are not included in closing cost amount. Mortgage insurance is required for transactions over 80% LTV. No checking account required. See us for details.



Calendar: April 15 - May 15

Monday, April 18

Paragon™ Basic
9:30 am – SCWMLS Training Room

Tuesday, April 19

Paragon™ CMA
9:00 am – SCWMLS Training Room

Paragon™ Client Connect
11:00 am – SCWMLS Training Room

Wednesday, April 20

Ghoulish Gallop
9:00 am – Bunbury & Associates, Fitchburg

SCWMLS Board of Directors
11:00 am – RASCW/SCWMLS Conference Room

Thursday, April 21

RASCW Board of Directors
9:00 am – RASCW/SCWMLS Conference Room

RASCW Strategic Plan Work Group
11:30 am – RASCW/SCWMLS Conference Room

Friday, April 22

New Member Orientation
8:30 am – WRA Education Center

Wednesday, April 27

Paragon™ CMA
9:00 am – SCWMLS Training Room

Paragon™ Client Connect
11:00 am – SCWMLS Training Room

Thursday, April 28

Paragon™ Basic
9:30 am – SCWMLS Training Room

Monday, May 2

Paragon™ Basic
9:30 am – SCWMLS Training Room

Tuesday, May 3

Paragon™ CMA
9:00 am – SCWMLS Training Room

Paragon™ Client Connect
11:00 am – SCWMLS Training Room

Wednesday, May 4

Membership Networking Committee
9:00 am – Preferred Title

Thursday, May 5

New Member Orientation
8:30 am – WRA Education Center
Affordable Housing Equal Opportunities Committee
9:00 am – RASCW/SCWMLS Conference Room

Friday, May 6

MLS Committee
9:00 am – RASCW/SCWMLS Conference Room

Wednesday, May 11

App-y Hour
3:00 pm – Coliseum Bar

Thursday, May 12

SW Networking Committee
11:00 am – Livingston State Bank, Platteville

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

[CLICK HERE](#)

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*No or low closing cost option is only available for fixed-rate, 30-year-term conventional mortgages sold to Fannie Mae. Must be for the purchase or refinancing of an owner-occupied, single-family home. All other mortgage loan products are excluded. A Summit checking account must be open prior to the closing of the loan. Summit WILL ONLY PAY for the following fees and costs: appraisal, credit report, loan document recording, flood certification, settlement closing, tax service, Summit origination, and lender's title insurance. ** #1 mortgage lender based on number of mortgages recorded with Dane Co. register of deeds. Offer valid until 12/31/2015.

Continuing Education

Our goal in partnering with the Wisconsin REALTORS® Association is to provide a high standard of real estate education, enabling you to better serve your clients. All Wisconsin real estate licenses must be renewed by December 14, 2016. License renewal requires 18 hours of continuing education.

There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list.

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

- Course 1 Wisconsin State-Approved Listing Contracts
- Course 2 Wisconsin State-Approved Offers to Purchase
- Course 3 Wisconsin New Developments
- Course 4 Ethics & Fair Housing in Wisconsin (includes NAR ethics requirements)

Elective Topics (Licensees must take two of the following)

- Elective A Disclosures in a Wisconsin Transaction
- Elective B Risk Reduction for Wisconsin Salespeople and Brokers
- Elective C Inspections and Testing in Wisconsin Transactions
- Elective D Wisconsin Condominiums

Upcoming Classes at WRA (Madison)

- April 27: CE 4 (8:30 am) and CE 3 (1:00 pm)
- May 4: CEB (8:30 am) and CED (1:00 pm)

Register at www.wra.org. Click on the Continuing Education tab.

Women's Council of Realtors® Presents:



REALTORS® GOT TALENT

Join Women's Council of REALTORS® for a night of excellent talent by local real estate professionals!!

April 21, 2016
 11am E 924 Williamson St., Madison, WI 53703
 Tickets open at 4:30 pm - Acts start at 6:30 pm

CHECK OUT SOME OF THE ACTS...

The Lower 5th featuring **CORY SWADLEY** from Preferred Title performing *"I Won't Back Down"* by Tom Petty
AMBER WALKER with Stark Co. & **SID BOERSMA** with C21 to perform *"Old Flames Can't Hold a Candle to You"*
 Neil Diamond Classic *"Cherry Cherry"* sung by **MARN GLADUE** with Lauer Realty Group
 Duet *"Don't Go Breaking My Heart"* featuring **MARTIN PRICE & VICTORIA ORTIGIENSEN** of First American Title
"Natural Woman" sung by **APRIL CARLISLE** with Farmer's Insurance
 And more...

SPECIAL GUEST ENTERTAINERS FROM LOCAL YOUNG TALENT FAIRN STEIN!
 We'll have a red carpet entrance for you to take pictures with your favorite "celebs" and delicious appetizers!!

TICKETS AVAILABLE ON EVENT!!!!
REALTORS GOT TALENT - MADISON




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Visit my Website for more information and prices www.ihiscw.com



WASH

**RASCW Member
Benefit - Car Wash**

**Kwik Trip Deluxe Car Wash
Cards • \$5 each
(includes tax)**

**Mermaid Total Wash Tickets
• \$8 each (includes tax)**

Members may purchase both at the discounted rate
through the RASCW office.

[CLICK HERE FOR MORE INFORMATION](#)



5 STAR RATING!



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Thank you for making us your
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Oregon Community Bank has earned the highest **5-Star** Superior rating from Bankrate.com's Safe & Sound® Star Ratings Service.



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Member **FDIC** 

608-835-3168

MEMBERSHIP UPDATE

NEW MEMBERS

Linda Andrews
Keller Williams Realty

Dylan Boehme
Century 21 Zwuygart Real Estate

Tammy Bomkamp
Starritt-Meister Realty, LLC

Amy Bresser
Inventure Realty Group, Inc

Chuck Cook
First Weber Inc

Peiling Fan
Tri-River Realty

Steven Frame
First Weber Inc

Mary Gawronski
RE/Max Preferred

Areal Guenther
Realty Executives Cooper Spransy

Lisa Haag
Stark Company, REALTORS®

Mary Hamburg
Century 21 Affiliated

Karin Hankwitz
Keller Williams Realty

Karen Hansen
Century 21 Affiliated

Lori Heffernon
First Weber Inc

Don Hirsch
eXp Realty, LLC

Kjersta Holter
Keller Williams Realty

William T Johnson
Fred Kaping Realty, LLC

Mark Kane
Realty Executives Cooper Spransy

Bailey Keuler
First Weber Inc

Robert Lange
Our House Realty Inc.

Mike Moore
First Weber Inc

Julianne Noble
Evansville Realty LLC

Christopher Patterson
REI Property Management, LLC

Mark Patun
NextHome Metro Group

Cindy Patzner
Sprinkman Real Estate

Randall Roden
Century 21 Affiliated Roessler

Kathy Roelli
HeartLand Realty LLC

Curt Saalsaa
First Weber Hedeman Group

Cory Schneider
Stark Company, REALTORS®

Barbara Schreiber
Oak Tree Property Services

Jake Schubert
RE/Max Preferred

Scott Slack
WIHBN Realty LLC

CJ Sletten
Knudson Realty, LLC

Gabriel Stewart
Synergy Real Estate Group

Kate Sullivan
Century 21 Affiliated

Matt Vigil
Stark Company, REALTORS®

Eric Yingst
Potterton-Rule Inc

Inga Zeltina
Redfin Inc.

Andy Zwuygart
Century 21 Affiliated

AFFILIATES

Josh Curry
Cutco Closing Gifts

Mark Gilbertson
Truer Inspections

Michelle Hofer
AnchorBank

Nathan Stotlar
PrimeLending

Bret Tschumper
AmeriSpec Home Inspection Service

Dave Van Beckum
Providence Home Lending

Patrick Wagner
Quality Valuation Service

Dennis Wildes
A&E Inspections, LLC

Chris Wolf
First Weber Inc

Congratulations to the 24 new Members who completed Orientation in March sponsored by Sara Whitley from AnchorBank.

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Ben Allen	Vanguard Real Estate	Century 21 Affiliated
Simran Allen	Vanguard Real Estate	Century 21 Affiliated
Travis Beck	Century 21 Affiliated	First Weber Inc
James Bell	Exclusive Properties, LLC	Bunbury & Assoc, REALTORS®
Eric Castleberg	Keller Williams Realty	eXp Realty, LLC
Ashley Dietsch	Bunbury & Assoc, REALTORS®	RE/Max Grand
Larry Eifert	Coldwell Banker Success	Our House Realty Inc.
Jennifer Evenson	Century 21 Affiliated	First Weber Inc
Mike Grudzinski	The Appraisal One Group, LLC	Chudnow Druck Valuation, Inc.
Rob Hostrawser	Coldwell Banker Success	Our House Realty Inc.
Tyler Kratochwill	Exclusive Properties, LLC	Bunbury & Assoc, REALTORS®
Mark Kroll	Wisconsin Quality Realty LLC	Century 21 Affiliated
Dan Krueger	RE/Max Preferred	First Weber Inc
Jason McGill	Century 21 Affiliated	First Weber Inc
Jennifer Mistretta	Johnson Bank	Net More Realty
Laura Petro	Keller Williams Realty	Madison Realty Group
Shelley Reynolds	Encore Real Estate Services, Inc.	Keller Williams Realty
Tom Salmon	Century 21 Affiliated	Synergy Real Estate Group
Scott Sklare	Homestead Realty	Synergy Real Estate Group
Jeffrey Waldman	Liaison Realty Group	John Fontain Realty
Russell Wallace	First Weber Inc	Moving On Wisconsin Realty LLC
Tom Walzer	First Weber Inc	NextHome Metro Group
Kristin Wild	Bunbury & Associates, REALTORS®	First Weber Inc
Lori Wild	Keller Williams Realty	Century 21 Affiliated Southwestern Realty
Chris Zabrowski	Z Realty	Century 21 Affiliated Roessler

Thank you to Cindy Ulsrud, Kevin King, Sara Whitley, Bonnie Dixon, Robert Procter and Tom Weber for sharing their knowledge and time as March Orientation Instructors. You did an excellent job!

NEW OFFICES

A&E Inspections, LLC
Sun Prairie, WI

Oak Tree Property Services
La Valle, WI

Our House Realty Inc.
Stoughton, WI

PrimeLending
Madison, WI

Providence Home Lending
Madison, WI

Quality Valuation Service
Madison, WI

Synergy Real Estate Group
Madison, WI

Truer Inspections
Prairie Du Sac, WI