



## RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



June 2016

V o l u m e 2 1 • N u m b e r 6

### MARK YOUR CALENDAR

**RASCW Mallards Outing**  
Thursday, July 14, 2016  
[Click here for more information.](#)

**RASCW Golf Outing**  
Tuesday, July 19  
University Ridge  
[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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## CINDY STRANGE MEMORIAL GOLF OUTING

**Tuesday, July 19, 2016**  
**University Ridge Golf Course**

**Deadline is July 12!**

**Register Your Team Today. Space Fills Up Fast!**

Event Open to all Members & Employees of Member Companies

[Click here for more information or to register.](#)



## 12th Annual MALLARDS GAME

Tailgate Fundraiser On Behalf of



Please Join Us **Thursday, July 14th** at **Warner Park**

Tickets are only \$20 and include tailgate party of hamburgers, hot dogs, chicken sandwiches, chips, potato salad, coleslaw, beer\*/water/soda **PLUS** the Mallards game!

[CLICK HERE FOR TICKET INFO.](#)

[CLICK HERE FOR SPONSORSHIP INFO.](#)

Please reserve Thursday, July 14 and plan to attend the 12th Annual Mallards Game and Tailgate Fundraiser presented by the RASCW Affordable Housing/Equal Opportunities Committee to benefit Movin' Out, Inc.

Movin' Out creates opportunities for persons with disabilities and their families to purchase and maintain their own homes. Its volunteers and staff devote their skills, knowledge, and resources to linking people with disabilities to safe, affordable, small-scale, integrated housing. They help people find homes that enable them to be good neighbors and community members. For more information, please visit their website at [www.Movin-Out.org](http://www.Movin-Out.org). To read testimonials from past clients and what this assistance has meant in their lives, [please click here.](#)

Help us help Movin' Out continue its success. For only \$20.00, you will receive admission to the pre-game tailgate party inside the Duck Pond from 5:00 p.m. – 7:00 p.m. (hamburgers, brats, hot dogs, cranberry walnut chicken salad sandwiches, veggie burgers, chips, potato salad, coleslaw and beverages) and a game ticket to the Mallards baseball game at 7:05 pm!

Sponsorships are available: \$100 Silver Sponsor, \$200 Gold Sponsor, \$300 Platinum Sponsor and \$500 Diamond Sponsor. For details on becoming a sponsor and helping others, please click on the links above.

Thank you in advance for your great support.

# REALTOR® REVIEW

A REALTORS® Association of  
South Central Wisconsin  
Publication

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Tom Weber, Treasurer/President-elect 221-8666

## DIRECTORS

Jenny Bunbury-Johnson 441-7777  
Charlotte Eversoll 778-5915  
Brandon Grosse 577-9860  
Jeff Hauser 271-5444  
Stan Hill 221-4000  
Marcia Howe 223-2184  
Ellen Koeppen (920) 294-3004  
Carla Nowka 310-4636  
Jamie Phephles 963-6923  
Jennifer Utter 836-1514

## 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](mailto: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](http://www.rascw.org)



## President's Message: Dewey Bredeson



Last month I had the honor to represent RASCW in Washington DC at meetings with our federal elected legislators in regards to real estate related issues now under consideration. We met with Senator Ron Johnson, a representative from Senator Tammy Baldwin's office and Mark Pocan who serves Wisconsin's 2nd district in the House of Representatives. The first issue we discussed was H.R. 3700 "Housing Opportunity Through Modernization Act" which essentially makes condominiums easier to finance through FHA loans by reducing the owner occupancy ratio to 35%, streamlining the recertification process, and providing more flexibility for mixed use building among other things. This bill has passed the house on a bipartisan vote of 427 to 0 and is awaiting Senate action.

The second issue we talked about was H.R. 2901 the "Flood Insurance Market Parity and Modernization Act" which would allow for private flood insurance. This bill also passed the House unanimously 419 to 0. Sadly, just because good policy passes the House without a single vote against it does not mean that it will become law. It is possible that it may never reach the floor of the Senate or could be attached to a more controversial bill and get voted down. NAR is monitoring the process and will let you know when you need to contact our Senators via a Call For Action to get this passed. I don't see how anyone in the real estate industry could be against either of these ideas, so you should all respond to these Calls For Action.

Finally, we discussed a number of "revenue enhancers" (read tax increase) such as mortgage interest deduction, property tax deduction, like-kind exchanges and G-fees. There are no specific legislative initiatives on any of these items at this time though there are rumblings that they could become targets as the government is always looking for ways to fund new projects.

Clearly the ability of home owners to deduct interest payments and property taxes on their tax returns has a huge effect on the housing market. Like-kind exchanges allow for the capital gains taxes when selling a property to buy another property to be postponed. The taxes are still owed and will be paid only at the time of final disposition. If prohibited this would have a negative effect on small investors trading up, for example selling a 4-unit apartment and buying an 8-unit. Even more importantly it would have a chilling effect on business expansion if a business could not take the proceeds from their original plant and put them into a new larger facility, thus delaying job creation. Lastly, G-fees are as you will remember from last year the fees that Fannie Mae and Freddie Mac use to guarantee their loans. Now that they are on a more stable footing the fees seem to be an easy revenue target. We would like to see legislation that prohibits the use of G-fees from non-housing related government spending.

So that is what's going on in Washington DC. It may not be efficient or speedy and it is definitely not pretty but that is our democracy moving forward and I think that is a good thing.

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## Policy Letters

If a listing broker chooses to offer one or more brokers a greater or lesser percentage of the sales price, or a greater or lesser dollar amount, the broker may simply send a unilateral policy letter containing the specified compensation. As long as the modification was communicated before an offer to purchase or lease was submitted, the changed compensation will supersede the compensation stated in the MLS. The listing broker cannot, however, unilaterally modify the offered compensation after an offer to purchase or lease has been submitted.

SCWMLS rules allow listing brokers to modify offers of compensation in ways other than stating a new percentage of the gross sales price or a new stated dollar amount, but this can be done only by mutual agreement with the cooperating agent via a bilateral policy letter agreement. The cooperating agent receiving the policy letter must accept the modification by signing the policy letter and returning it to the listing agent, or in some other specified manner. If the cooperating agent does not accept the policy letter, the compensation offer shown in the MLS will stand.

## Notice of RASCW Nominating Committee and Board of Directors Petition Notice

In the July issue of the REALTOR® Review, you will be noticed of the slate of candidates selected for the 2017 RASCW Board of Directors. Additional Members meeting the criteria for the Director position to be filled may appear on the ballot if they agree to the time commitment involved and are supported by a petition signed by 25 or more Members (no more than 10 from their own company). Petitions must be received at the RASCW office before August 15, 2016. For specific details, see Article XI of the RASCW Bylaws or contact Janine Smith at 608.240.2800 or [jsmith@wisre.com](mailto:jsmith@wisre.com).

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## MLS NEWS

Visit [www.scwmls.com](http://www.scwmls.com) for expanded details.



### Fine for Violation of "No Showings" Rule

The MLS Board of Directors recently imposed a substantial fine to both an agent and their broker for violation of the "no showings" rule. It is against MLS rules to show a property to a prospective buyer that is in the status of Withheld/Delayed or marked as "no showings allowed". Those found in violation of this rule can be fined up to \$15,000 and are subject to suspension of MLS services. This fine and suspension can be applied to both the listing agent and the agent showing the property.

### Map Layer Added for Madison Area/Subareas

The Madison Area/Subarea shapes have been added as a layer to the Bing map search and display. To add layers while viewing a map, click on the layer icon within the map tool bar (looks like 3 pieces of paper on top of each other). You will find this new layer along with Parcel Lines, Neighborhoods, Postal Codes, Flood Plain and Traffic Flow. When turning on a map layer, you have the option of including labels by clicking the slide switch to the right of the layer name. Labels for this new layer are the E and W codes.

### Find Lot Dimensions & SqFt within the Parcel Layer

Within the Parcel Lines layer, you can single click within the parcel to display the dimensions and square footage of the lot. Turning on the label for this layer will display the parcel number. This layer is also very helpful if you have to adjust the map location for your listings.

### Entering Showing Instructions

When entering showing instructions as part of a listing within Paragon™, please do not include lockbox or alarm codes. Information entered into the showing instructions field displays before a showing is confirmed and displays within WIREX as part of the listing record. Lockbox codes should be entered into the Lock Box Code field located after the Showing Instructions field within Paragon™. Alarm information should be entered within ShowingAssist. This sensitive information will then only display in an email after a showing has been confirmed.

### Record of Emails Sent Via Paragon™

You have the ability to see all emails (manual and automatic) you have sent out of Paragon™. Click on Contacts and Sent Items. If you want to look at or forward any of these emails, simply click the check box in the far left column and the email will open at the bottom of your screen.



## RASCW Endorses Joe Parisi

The RASCW Board of Directors has voted to endorse Joe Parisi in his reelection campaign for Dane County Executive. Joe met with the RASCW Board in April to ask for RASCW's endorsement and to explain his position on numerous issues that affect RASCW's members. Specifically, Joe discussed his agenda of Early Childhood Zones, which provide wrap-around services to help children succeed in school, training for unemployed workers for jobs in construction and trades, and measures to end domestic violence and sexual assault. These measures have shown Joe's leadership in strengthening Dane County neighborhoods and improving its schools. RASCW's Government Affairs Director Robert Procter commented that: "Our members are concerned about more than just land use issues. Joe has led on issues that are important to our members – issues that improve their neighborhoods and communities."

Joe is experienced in the difficulties that face many Dane County residents. As a teenager, Joe dropped out of high school. He returned to school through the encouragement of a community program. Joe went on to earn a GED, attended Madison Area Technical College (now Madison College), and then graduated from UW-Madison. Joe embraces his opportunity to close the achievement gap in Dane County through the type of community programs that helped him overcome his own hurdles.

Joe was first elected County Executive in 2011 after serving 6 years in the State Assembly. While in the State Assembly, Joe worked with the Wisconsin REALTORS® Association on numerous issues that benefited REALTOR® members, and earned the WRA's endorsement in those elections. RASCW endorsed Joe in his previous election for County Executive. Joe has always had an open door policy willing to discuss any issues that RASCW may have.





**2016 RASCW  
SOUTHWEST ANNUAL  
GOLF OUTING**





**JUNE 16TH**

LANCASTER GOLF & COUNTRY CLUB  
5 E. GOLF RD. LANCASTER, WI 53813

**Register your team today! Space fills up fast.**

[CLICK HERE FOR MORE INFORMATION](#)

**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](#)

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### Unlock the Dream Tour



**Habitat  
for Humanity®**  
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Please join Habitat for Humanity® of Dane County on a tour of the Habitat mission to learn how Habitat for Humanity® of Dane County works to improve the lives for families in need through building home, communities and hope.

On the tour you will:

1. Hear a Habitat homeowner's personal story about how owning their Habitat home has made a positive and lasting impact on their family.
2. Hear about Habitat's work firsthand and learn more about its work to transform neighborhoods by empowering families and strengthening communities.

Each tour will take no longer than one hour and you will not be asked for a financial donation. The tours are to inform and to inspire.

All tours take place at the Habitat for Humanity® of Dane County headquarters at 1014 Fiedler Lane, #29, Madison on the following dates:

Thursday	June 16	5:00pm
Wednesday	July 6	8:00am
Thursday	July 21	5:00pm

For more information and to schedule your tour, please go to <https://habitatdane.org/Register-Dream-Tour>





## Construction Loan

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## Forms Update

The following information is courtesy of Chris Dregne, Member Services Director, Wisconsin REALTORS® Association

With recent legislation changes, the WRA's legal department has been busy updating our forms library. I want to provide you with a brief update on the affected forms.

### Updated WB-01 and WB-42 Coming July 1

The WB-01 Residential Listing Contract and the WB-42 Amendment to Listing Contract have been updated by the Real Estate Examining Board of the Department of Safety and Professional Services. The updated WB-01 and updated WB-42 have mandatory use dates of July 1, 2016. However, these forms are unusual because they have no optional use date.

In this unique situation, the WB-01 uses revised client disclosure language that is quoted from the updated Chapter 452 of the statutes, which does not go into effect until July 1, 2016. Using the revised disclosure language before that language becomes law creates a risk that a listing could be challenged and a firm could lose out on a commission if a contract with the revised language is used before that language is law.

More information can be found on the WRA Forms Update Resource page at [www.wra.org/Resources/Transactional/Form\\_Update\\_Resource/](http://www.wra.org/Resources/Transactional/Form_Update_Resource/).

Along with these updated forms are the revised and updated agency disclosure forms: the language for these forms was also modified by the new legislation and thus they also should not be used until July 1. This includes:

- WRA-BDCL Disclosure to Clients
- WRA-BDCU Disclosure to Customers
- WRA-BDNC Disclosure to Non-Residential Customers

Look for further information, including pointers for using the new Disclosure to Clients to update listing contracts and buyer agency agreements that contain the old language, at [www.wra.org/Resources/Transactional/Form\\_Update\\_Resource/](http://www.wra.org/Resources/Transactional/Form_Update_Resource/).

### WRA Addendum A

This form has been revised to eliminate references to time of sale requirements and to allow for the use of an average radon level where multiple readings are taken.

### Landlord/Tenant Forms

Due to the recent legislation in 2015 Act 176 that modified landlord/tenant law effective March 2, 2016, many WRA forms were refreshed and updated. These include:

- WRA-5DRV Five Day Notice - Remedy Default or Vacate Premises
- WRA-5DVN Five Day Notice to Vacate - Nuisance or Threat of Harm
- WRA-14DN Fourteen Day Terminating Tenancy
- WRA-28DN Twenty Eight Day Notice Terminating Tenancy (for month-to-month)
- WRA-30DN Thirty Day Notice for Leases of More Than One Year
- WRA-NRL Residential Lease (includes rules prohibiting criminal activity)
- WRA-COSD Check-Out Report/Security Deposit Withholding (enhanced instructions and usage pointers)
- WRA-5DCA Five Day Notice to Vacate - Criminal Activity - New form

To learn more about this legislation and the changes, read the February 2016 Legal Update, "Landlord/Tenant Legislation for 2016," at [www.wra.org/LU1602](http://www.wra.org/LU1602) and the Residential Rental Resource page at: [www.wra.org/Resources/Transactional/Residential\\_Rental\\_Resources/](http://www.wra.org/Resources/Transactional/Residential_Rental_Resources/)

We currently have all of the forms printed and ready to order except the WB-01 Residential Listing Contract, WB-42 Amendment to Listing Contract, and the updated agency disclosure forms. We are hoping to have these available for sale the week of June 20th. They will populate into our zipForm library on July 1.

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**MARKETING YOUR PROPERTY**

Recently I learned of a listing of a small investment condo which came up in our neighborhood. I thought that it might have made sense for me to buy it and rent it so I decided to check out the specifics. I tracked the agent down on a Saturday night at 10:30 via email. She responded at midnight and verified the address. I waited until Monday morning and reminded her that I was waiting for information. The response came back immediately that the Seller had already accepted an offer.

What if I have 10 buyers and you have 1?

That is an easy question to answer. More competition equals maximum value and usually a quicker sale for the Seller. The early days of real estate brokerage were pretty simple. Brokers would list houses and they started to gather in exchange meetings to share listings with each other and split fees. It was (and still is) a win/win for the Seller and it provided easier access for buyers to use one resource to find the property they were seeking. That was the birth of what we refer to today as the multiple listing service. Residential practitioners soon learned to "play well with others" for everyone's mutual benefit. The commercial real estate world is generally geared to this model but it is not as universal as you might expect. Some firms still sell their service as the one true path to a deal utilizing their proprietary data base of potential investors. The pitch is that when you list with them they have access to virtually every qualified buyer in the marketplace. Furthermore some of these same obsolete old school brokers do not split their fees. Any disincentive to fully cooperate will certainly result in a diminished result for the Seller.

The reality is that in today's age of information, the potential pool of buyers is fragmented. No one firm, whether local, regional or nationally affiliated has the market cornered on every possible investor. The universe of buyers actually exists within the walls of each of the above categories. As a seller I want to maximize the odds that my offering will be in front of the widest possible audience for many reasons. This is the age of transparency and openness. The brokers who have the widest marketing reach and the best 24/7 information resources will dominate the future commercial property world.

I guess you might say that I lost out on that condo. Actually the Seller lost out. Who knows what a bigger field of potential buyers would have brought to the deal?

**New Developments for Commercial Brokers 2016**



Mike Davis, City of Middleton

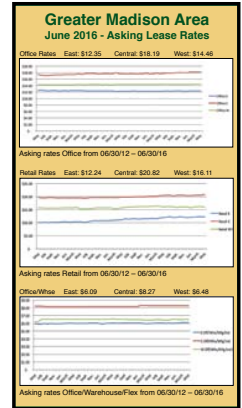


Attorney Cori Lamont, WRA

Thank you to those attending the New Developments program on May 17 and to Food Concepts, Inc. for hosting our program. We also want to thank our program sponsors: First American Title Insurance Company, Food Concepts, Inc., MIG Commercial Real Estate, Miron Construction, CIREX and the RASCW Commercial Services Committee.

Attendees were treated to presentations by Todd Schmidt, Economic Development Director and Village Administrator, Waunakee; Mike Davis, City Director and Director of Community Development, Middleton; Cori Lamont, WRA Director of Corporate and Regulatory Affairs; and Jean Maday, RCE, Director of Commercial Real Estate Development and Services, National Association of REALTORS®.

Following the presentations, attendees were treated to a tour of the Parmenter Center, voted the Best New Development – Office in the 2016 InBusiness Commercial Design Awards.



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## Calendar: June 15 - July 15

Wednesday, June 15

Ghoulish Gallop

9:00 am – Bunbury & Associates, Fitchburg

SCWMLS Board of Directors

11:00 am – RASCW/SCWMLS Conference Room

Thursday, June 16

New Member Orientation

10:00 am – WRA Education Center

Wednesday, June 22

RASCW Board of Directors

2:30 pm – Green Lake

Monday, June 27

RASCW Professional Standards Training

8:30 am – WRA Education Center

Monday, July 4

RASCW/SCWMLS Offices Closed

Independence Day

Wednesday, July 6

Membership Networking Committee

9:00 am – Preferred Title

Thursday, July 7

Affordable Housing Equal Opportunities Committee

9:00 am – Boys and Girls Club

Friday, July 8

MLS Committee

9:00 am – RASCW/SCWMLS Conference Room

Wednesday, July 13

SW Networking Committee

10:00 am – Livingston Bank, Platteville

[CLICK HERE](#)

**RASCW EVENT  
CALENDAR**

*is on our website!*

[CLICK HERE](#)

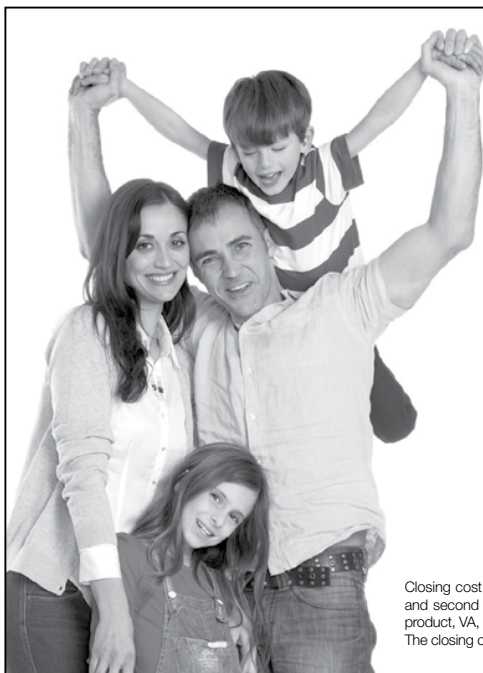
**COMMITTEE DESCRIPTIONS  
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## APP-Y HOUR THANKS!

The Professional Development Committee presented App-y Hour on May 11, 2016 at The Coliseum Bar. Thank you to all who attended. Special thanks to our sponsors for making the event possible and our presenters for sharing their time and expertise.



### Presenters:

**Neil Mathweg**, Realty Executives Cooper Spransy  
**Emily Christian**, First Weber Inc.  
**Craig Igl**, Universal Lending  
**Bailey Fedler**, First Weber Inc.

### Sponsors:



## 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 June 14 and 21  
 July 12 and 19

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



## RASCW Ghoulish Gallop & Irv Stein Memorial Walk Sunday, October 2 • McKee Farms Park, Fitchburg

Please consider [SPONSORING](#), [REGISTERING](#) or [VOLUNTEERING](#)  
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## Boys & Girls Clubs and REALTORS®



The National Association of REALTORS® and the Boys & Girls Clubs of America are joining forces so America's kids continue to have a bright future. As the premier youth-serving organization in the U.S., Boys & Girls Clubs have doors open to youth in communities across the country, serving as a "home away from home" for nearly 4 million kids each year during the critical time after school and in the summer.

One easy and fun way for RASCW members to support the Boys & Girls Club of Dane County is to form a team and participate in this year's "Bike for Boys & Girls Club" to be held on July 16. Bike For Boys & Girls Club brings family, friends, coworkers and neighbors together for a fun-filled ride through picturesque Fitchburg and Madison. Pledges raised support the ongoing mission of the Boys & Girls Club of Dane County. Hundreds of riders will pedal their way across the finish line and into the post-ride party of cold drinks, even colder custard and great food.

Presenting sponsor TREK Bicycles will be on hand with an array of prizes. You can get involved as an individual rider or join a team. Cyclists of all ages and abilities can join in on one of three planned routes. Sign up today and ride to bring hope to Dane County kids. Visit [www.bike4bgc.com](http://www.bike4bgc.com) for more information.

If you are interested in getting involved or have questions, please contact Bri Patten at 608-257-2606, Ext. 723 or [bpatten@bgcdc.org](mailto:bpatten@bgcdc.org).

## 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](mailto:jason.guttenberg@libertymutual.com)

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



# Free Coffee

Cori Femrite is anxious to meet with you. So anxious in fact, she'll supply the coffee.

Call Cori @608.836.4109

NMLS# 594085

Member FDIC

## REALTOR® SAFETY

A new survey from the National Association of REALTORS® asked agents how safe they feel on the job and what steps they take to protect themselves.

### Should REALTORS® Be Concerned About Safety?

Have you felt threatened on the job?

Yes

40%

No

60%

Have you been a victim of a crime while on the job?

96%

Have never been a victim of a crime

2%

Victim of a robbery

1%

Victim of an assault

1%

Victim of identity theft

Common situations that caused fear: Open houses, vacant homes/modeled homes, properties that were unlocked or unsecured, properties in remote areas

#### Male & Female REALTOR® Safety

Taken a Self-Defense Class	36%	43%
Participated in REALTOR® Safety Course	20%	12%
Carries a Self-Defense Weapon	36%	34%
Been in Situations Where They Focused for Their Personal Safety/Information	48%	25%

#### Safety Apps

13% of REALTOR® use a smart phone safety app

#### Commonly Used Apps

- Life 360
- iPhone Find my Phone
- iSafe
- Guardly
- Google Family Locator

### Self-Defense Weapons

36% of REALTOR® carry a self-defense weapon with them. Here are the most common among members.

Pepper Spray  
17%

Firearm  
12%

Taser  
4%

Baton or Club  
3%

Prefer Not to Say - 12%

### Safety Tips For Real Estate Professionals

Always meet with a new client at your office.

Be careful with your personal information.

Introduce new clients to your co-workers.

Keep your phone charged and with you.

Make sure someone always knows your location.

Always trust your instincts.

For more valuable safety tips, visit [REALTOR.org/Safety](http://REALTOR.org/Safety).

While there are many tools out there that seek to help potential homeowners, there is only one replacement for a REALTOR®.

Visit [nmls.com](http://nmls.com) to find a REALTOR® and accurate, up-to-date listings in your area.

The data in this report comes from the [2015 Member Safety Report](#).

# MEMBERSHIP UPDATE

## NEW MEMBERS

**Michael Anderson**  
Studio E Agency

**Barb Bauer**  
First Weber Inc

**Tiffany Bekx**  
eXp Realty, LLC

**Antonia Bentzler**  
Home Buyers Marketing II, Inc

**Bob Blacker**  
First Weber Inc

**Madeline Bohrod**  
The Alvarado Group, Inc

**Dan Borter**  
Stark Company, REALTORS®

**Chris Coke**  
Terra Firma Realty

**Diane Dailing**  
Green Lake Real Estate

**Nancy Delgado**  
Mardel Realty Group, LLC

**Lauryn Durtschi-Jones**  
Community Developers Inc

**Daniel Gillitzer**  
Adams Auction and Real Estate

**Lyra Gullickson**  
Century 21 Affiliated

**Chad Hansen**  
Hansen Realty LLC

**Rachael Harrison**  
Keller Williams Realty

**Jeremy Hause**  
Stark Company, REALTORS®

**Anna Heron**  
RE/Max Preferred

**Kathleen Tass Johnson**  
Restaino & Associates

**Vicki Kirsh**  
Madison Commercial Real Estate LLC

**Patrick Komppa**  
Madison Commercial Real Estate LLC

**Thomas Kotten**  
Kotten Appraisals

**Geoff Lasco**  
The Spanos Co

**Julie E. Lawson**  
Stark Company, REALTORS®

**Daniel Lowery**  
Tim O'Brien Homes Inc

**Amanda Mackey**  
eXp Realty, LLC

**Austin A. Maly**  
RE/Max Preferred

**Darcy Margelofsky**  
First Weber Inc

**Cynthia Miller**  
Homestead Realty

**Jean Mulvaney**  
Metro Brokers/Duane Reed

**Barbara Ohlsen**  
Century 21 Affiliated

**James Peschl**  
Keller Williams Realty

**Toni Sime**  
Restaino & Associates

**Chris Slinker**  
Berkshire Hathaway HS Metro Realty

**Karen Tednes**  
Century 21 Properties Unlimited

**Sara Tracy**  
J & S Investment Realty, LLC

**Devon Van Ess**  
First Weber Inc

**Koua Vang**  
Koua Vang

**Kate Wetter**  
Redfin Inc.

**Chad Wuebben**  
Encore Real Estate Services, Inc.

### AFFILIATES

**Jason Buckley**  
SelectOne Mortgage

**Dean Eckstrom**  
Pillar To Post Professional Home Inspection

**Jamie Muniz**  
Wisconsin Bank & Trust

Thank you to Bonnie Dixon, Gary Lukens, Cindy Ulsrud, Robert Procter, Kevin King, Laura Stanfield, and Mary Duff for sharing their knowledge and time as May Orientation Instructors.

You did an excellent job!

Congratulations to the 24 new Members who completed Orientation in May sponsored by Cindy Mack and Johnson Bank.

## MEMBERSHIP TRANSFERS

NAME	FROM	TO
Vivienne Andersen	Keller Williams Realty	eXp Realty, LLC
Samanthia Brunker	RE/Max Preferred	Brunker Realty Group
Kristen Bystol	Geiger, REALTORS®	First Weber Inc
Glen Colver	Lake & City Homes Realty	Bunbury & Assoc, REALTORS®
Melissa Erickson	Stark Company, REALTORS®	Badger Realty Group
Mary Gawronski	RE/Max Preferred	Brunker Realty Group LLC
Nicole Grande	Century 21 Affiliated	eXp Realty, LLC
Jon Green	Century 21 Affiliated Pfister	Coldwell Banker Success
Craig Michel	First Weber Inc	RE/Max Preferred
Kaylee Pletzer	Century 21 Affiliated	First Weber Inc
Pat Powers	RE/Max Preferred	Restaino & Associates
Jennifer Riedner	Keller Williams Realty	Century 21 Affiliated
Gabriel Stewart	Synergy Real Estate Group	Elite Realty Services, LLC
Jerry Wheeler	Stark Company, REALTORS®	J. Wheeler Group, LLC
Al Wisnefske	Mossy Oak Properties of WI, LLC	United Country Badgerland Auction & Realty

## NEW OFFICES

**Berkshire Hathaway HS Metro Realty**  
Wauwatosa, WI

**Brunker Realty Group**  
Baraboo, WI

**J & S Investment Realty, LLC**  
Juneau, WI

**Kotten Appraisals**  
La Farge, WI

**Koua Vang**  
Sun Prairie, WI

**Mardel Realty Group, LLC**  
Verona, WI

**SelectOne Mortgage**  
Madison, WI

**Studio E Agency**  
Reedsburg, WI