



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



October 2017

V o l u m e 22 • N u m b e r 10

MARK YOUR CALENDAR

Sauk Columbia App-y Hour
Wednesday, October 25, 2017
[Click here for details.](#)

Annual Membership Meeting
Thursday, November 16, 2017
[Click here for details.](#)

RASCW Holiday Party
Monday, December 4, 2017
Details coming soon!

[CLICK HERE](#)
FULL EVENT CALENDAR

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Membership Update

Congratulations New RASCW Directors



Mark Gladue



Nancy K Smith



Cindy Ulsrud



Scott Walker



Mike Lenz

On January 18, 2018, the following Members will be installed as Directors of the REALTORS® Association of South Central Wisconsin for three year terms:

Mark Gladue, Lauer Realty Group, Inc. representing non-owners from a Class II firm (<26)

Nancy K. Smith, First Weber, Inc. representing primary practices outside of Dane County

Cindy Ulsrud, First Weber, Inc. representing non-owners from a Class I firm (26+)

Scott Walker, Walker Real Estate, representing owners from a Class II firm (<26)

Mike Lenz, Fairway Independent Mortgage Corporation, representing Affiliate members

Congratulations to our new Directors and a special Thank You to the outgoing Directors – 2017 President Tom Weber, 2017 Vice President Jeff Hauser and Directors Brandon Grosse and Marcia Howe – for their generous donation of time and expertise.

Please watch future announcements for details on the January 18 Installation Reception.

RASCW Annual Meeting Thursday, November 16, 2017

Location:

Sheraton Madison Hotel (706 John Nolen Dr., Madison)

Date: Thursday, November 16, 2017

Time: Registration: 8:00 a.m.

Breakfast: 8:30 a.m. • Meeting: 9:00 - 10:30 a.m.

Cost: \$25

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

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

Tom Weber, President	221-8666
Jeff Hauser, Vice President	271-5444
Janine Punzel, Treasurer	807-0660
Stan Hill, President-elect	221-4000

DIRECTORS

Jenny Bunbury-Johnson	441-7777
Brandon Grosse	577-9860
Marcia Howe	223-3000
Ellen Koeppen	(920) 294-3004
Carla Nowka	310-4636
Nancy K. Smith	574-9770
Chris Stark	256-9011
Jennifer Utter	836-1514
Sommer Von Behren	643-3800

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: Tom Weber

Well, we are heading into fall strong but this year it feels different. Why?

That's right, there is no major election drama this year. What a welcome relief.

While there is no major election going on, there is a lot going on in Washington, DC to keep our attention. Among the topics, there are major tax reforms being considered. I am sure we will get "Calls For Action" asking us to weigh in on the important issues concerning possible changes to property ownership benefits and possible impacts to independent contractor taxation. I hope we all make a conscious effort to become very informed on these important possible changes to our business and personal lives. And most importantly, please get involved with our elected representatives to make our voices and opinions heard.

By the time you are reading this, we will all be receiving renewal notices for our 2018 REALTOR® Dues. There are several costs broken out on the bill that are technically optional. I would ask you to join me in supporting all of those programs and pay the entire amount.

The programs include a small donation to the RASCW Housing Foundation: a non-profit corporation dedicated to an increase in affordable housing in South Central and Southwest Wisconsin by providing loans to local families to make homeownership possible. And a small donation to RPAC: to continue supporting the REALTOR® Association efforts and initiatives at all levels to defend property owners and independent contractors. Both of these programs are very important to our local marketplace, local families and your business.

Speaking of your business, a major initiative of NAR President, Bill Brown, is REALTOR® member financial security and retirement planning. With that in mind, our Professional Development Committee is planning a "Retirement Planning and Budgeting" program on December 6. Keep a close watch on the upcoming REALTOR® Review and our website RASCW.org for the details on how to RSVP.

With all of these important issues coming to surface in Washington, DC and our local learning opportunities, it looks like the 4th quarter of 2017 should be an important and very busy time.

Talk to you again after the NAR Annual Convention in Chicago!

Tom

RASCW Member Benefit - Car Wash

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

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



Superior mortgage lending is about the dedication to serving others and helping make their dreams come true. I look forward to ensuring that happens for your buyers.

Patrick Averill,
Vice President
NMLS #926414

Phone: (608) 833-2427

paverill@thompsonkane.com

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Congratulations!



Congratulations to Peter Sveum on his installation as the Chairman of the Board of Directors of the Wisconsin REALTORS® Association at the annual WRA Convention on September 12, 2017. In addition, Mary Duff was installed as a Vice President on the Executive Committee. Joining them on the WRA Board of Directors will be Kathy Pals, David Simon, Dan Spransy, David Stark and Joe Theisen. 2015-16 Chairman Erik Sjowall will also continue on the Board as a Past Chairman Director.



Jim Imhoff, Jr. was presented with the prestigious Lifetime Achievement Award in recognition of his 46 years in the real estate business, serving all three levels of the REALTOR® Association in leadership positions.

Mark your calendars now for September 17-18, 2018 for the 2018 WRA Convention at the Kalahari Resort in the Wisconsin Dells.

MLS News

Visit www.scwmls.com for expanded details.



Recent Database Changes

On October 10, we made several changes to our database. The changes were a result of both member requests and our work to align our data fields with Metro Milwaukee and Northeast WI MLSs, which in turn allows data to more accurately flow between systems. These changes include the elimination of value range symbols, the combination of below/part below grade and non-exposed sqft fields, an increase in the size of the broker-to-broker remarks field, and various pick list feature additions/deletions. A full list of changes can be found [here](#). Updated profile sheets can be found [here](#). Profile sheets have also been updated within ZipForms.

A little background on the elimination of the value range symbols: The value range symbols (+, -, =) have been routinely misused, and have not been handled correctly via data exports, which in turn has resulted in misinformation on public websites. In addition, our MLS partners throughout the state have eliminated value range symbols. To follow the national norm and improve the accuracy of your data, we now require the actual list price of the property be entered within the list price field. If you are marketing via a value range, you should continue to list that range within the MLS public remarks.

SCWMLS Listings

Now Included in Metro MLS

Metro Milwaukee MLS is now including listings from our MLS within their native database. This means that Metro Milwaukee members are no longer required to search within WIREX to find listings entered into the South Central Wisconsin MLS Paragon™ system. In the past, if you wanted to market a listing to members of the Metro Milwaukee MLS, and wanted to ensure they found it in their native MLS system, you were required to join their MLS. Now, when you enter a listing into the South Central WI MLS Paragon™ system, it will flow to the native Metro Milwaukee MLS system.

Parcel Numbers --

and the dashes go where?

In the past, listing edit checks required that you enter the dashes and periods as part of a parcel number when entering a new listing into Paragon™. As we now are storing the parcel number with and without the punctuation within the tax module, it is no longer necessary to include the dashes and periods when entering your new listing. Paragon™ now will accept a parcel number with or without the punctuation.



Coffee, juice, snacks provided.

Wednesday, October 25th, 2017

10 am - 12 pm

Baraboo Area Chamber Conference Room

[CLICK HERE FOR MORE INFORMATION OR TO REGISTER.](#)

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from
WCR Member-to-Member
Referrals: \$13,000**



Membership Renewal Notice

Thank you in advance for renewing your Membership in the REALTORS® Association of South Central Wisconsin! The 2018 Membership Renewal invoices will be arriving at your preferred address this month.

As your local Association, it is our responsibility to collect dues on behalf of the Wisconsin REALTORS® Association (WRA) and the National Association of REALTORS® (NAR). Your Membership Renewal reflects the following:

- NAR dues are \$120 plus \$35 for the annual Public Awareness Campaign for a total of \$155.
- WRA dues are \$333 for REALTOR® Members and \$306 for State Affiliate Members. Renewals received after December 31, 2017 will be subject to the WRA reinstatement fees of \$75 for REALTORS® and \$25 for Affiliates.
- RASCW dues are \$170 for both REALTOR® and Affiliate Members. Renewals received after December 31, 2017 will be subject to a \$25 RASCW reinstatement fee.

There are three voluntary contributions included on your Membership Renewal.

- The first is a \$15 contribution to the RASCW Housing Foundation. The Foundation is your non-profit corporation dedicated to making homes affordable by providing low interest, deferred payment loans to qualified individuals to be used for the down payment and/or closing costs associated with the purchase of a home. Contributions to the Foundation are tax deductible as a charitable contribution. Please consider making a contribution to assist a new home owner in 2016. Click here to learn more about the Housing Foundation.
- The second is a \$35 contribution to RPAC. At the direction of the RASCW Board of Directors, these funds may be contributed on a nonpartisan basis to candidates for public office who support and protect the rights of home ownership and real estate interests important to your business.
- Lastly is a \$10 voluntary contribution to the Wisconsin REALTORS® Foundation. Contributions to the Foundation are tax deductible as a charitable contribution.

Paying 2017 Membership Renewals

Please note that credit card payments will only be accepted online.

To pay by VISA or MC, go to www.rascw.org and click on the Pay Dues Online link at the top of the page. This service is handled by the National Association of REALTORS® (NAR) and is only available through December 31, 2017.

Exceptions to paying online:

- The online service is not available to local Affiliate Members (State Affiliate Members are able to use the online service.) Local Affiliate Members, please call the RASCW office at 608-240-2800 if you wish to pay your dues by credit card.

To pay by check, detach the lower half of your Renewal Notice and send check payable to RASCW, 4801 Forest Run Road, Suite 101, Madison, WI 53704.

All Membership Renewals received after December 31, 2017 will be subject to reinstatement fees. No exceptions will be granted.

If you have any questions, please contact the RASCW office at 608-240-2800.

New Senior and Elder Members

Are you eligible to be a Senior Member? You are if, on January 1, 2018 you are 60 years of age or older and have been a continuous Member of RASCW for at least 20 years. This means that you can reduce your local RASCW dues by 1/3 for 2018.

If, on January 1, 2018, you are 65 years of age or older with 25 or more years of continuous membership in RASCW or you are 70 years of age or older with 10 or more years of continuous membership in RASCW, you are eligible for Elder Status. Your local RASCW dues are then just \$12.00 for 2018.

Please contact Beth at the RASCW office – 608.240.2800 or beth@wisre.com – to change your Membership status.

PLEASE SUPPORT YOUR RASCW HOUSING FOUNDATION!

Included on your Membership Renewal is a voluntary \$15 contribution to the REALTORS® Association of South Central Wisconsin [Housing Foundation](#). Down payment assistance like our Housing Foundation Home Start program can help to improve affordability of a home for many buyers. Your dollars help individuals and families own their homes, which benefits all.

The RASCW Housing Foundation, a non-profit 501(c)(3) organization, makes available to qualified applicants a low interest, deferred payment loan to be used for the down payment and/or closing costs associated with the purchase of a home. Since 1991, the Foundation has given out over \$2.4 million in loans to individuals and families in Southwest and South Central Wisconsin with family incomes at or below 80% of the county median income.

The main source of the Housing Foundation's funds come from the generous donations of RASCW REALTOR® and Affiliate Members. Because the Housing Foundation is a charitable organization, all donations are 100% tax deductible. In turn, we are able to give out 99% of the contributions we receive in the form of loans to borrowers due to the administrative support we receive from RASCW, our parent organization. You can be assured that your contribution is being used to help provide affordable housing to those who need it most.

Thank you for your support.



REALTORS® Association of South Central Wisconsin
HOUSING FOUNDATION
Established 1989

Change the Sign. Change the Attitude.

The RASCW Board of Directors voted at its meeting on September 28, 2017 to register in support of this initiative. We encourage you to learn about the proposal and lend your support as well. Thank you!

CHANGE THE SIGN. CHANGE THE *ATTITUDE*.



The Abilities First Resource Group at Old National Bank calls on Wisconsin lawmakers to give a much-needed update to accessibility statutes and regulations by allowing the usage of the new and improved **Symbol of Accessibility**.

The current symbol and signage emphasize the disability itself, while the new symbol is a more positive depiction of a person with accessibility needs. **The focus is on independence, engagement and the person – not the wheelchair.**

We propose adopting the new symbol on a go-forward basis on new installations and replacements, so that Wisconsin businesses would not incur additional costs.

To show state lawmakers your support for the adoption of the new accessibility symbol, please sign the petition today!

Abilities First Associate Resource Group
Old National Bank



Visit the website, and add your name
to the list of supporters:

www.changethesign.com



REALTORS® Relief Foundation - Benefitting Those in Need

The need for disaster funding this year is extraordinary. With Hurricane Harvey's devastation in Houston, wildfires raging in the northwestern states and now in the aftermath of Hurricane Irma's destruction in Florida and the Caribbean, these extraordinary events require immediate intervention from the REALTORS® Relief Foundation.

Thanks to the generous contributions in the wake of these disasters, the REALTORS® Relief Foundation was able to immediately provide \$1.75 million in mortgage and rental assistance to the victims of Hurricane Harvey. As a result, thousands of people displaced by the natural disasters will have a roof over their heads as they begin the long road to recovery.

[Click here](#) to see the full Fact Sheet about the REALTORS® Relief Foundation, the contributions already received and what you can do to help. Please share with others and thank you for your continued support.

Bob

Bob Goldberg
Chief Executive Officer
NATIONAL ASSOCIATION of REALTORS®
bgoldberg@realtors.org

QUESTION & ANSWER SHEET



WISCONSIN REALTORS®
ASSOCIATION

ADVOCACY FUND

BACKGROUND

In February 2016, the Wisconsin Legislature passed sweeping changes to Wisconsin campaign finance laws. These changes greatly increased contribution limits and expanded contribution sources to include corporate funds. The WRA also receives an increasing number of requests for financial support toward other lobbying and advocacy projects. In August 2016, the WRA board of directors decided the WRA needed a new, long-term, effective fundraising response to maintain our successful legislative advocacy efforts and political involvement. In May 2017, the board approved the first dues increase in six years to create a new "advocacy fund" designed to preserve and enhance our legislative successes in light of the new increased fundraising opportunities.

QUESTION

ANSWER

How will the new Advocacy Fund be funded?

- The WRA board approved a \$35 dues increase to fund the new Advocacy Fund at its May 5 meeting.
- The \$35 dues increase will apply to all WRA members and affiliated members, and will go into effect starting with the 2018 dues billing.
- The \$35 will be transferred to the new Advocacy Fund as a contribution from each WRA member.
- The new Advocacy Fund is a Section 527 political organization sponsored by the WRA that engages in state and local political activities as allowed for under Wisconsin law and the Internal Revenue Code.

What will the new Advocacy Fund be used for?

- The new Advocacy Fund will provide the WRA with additional financial resources necessary to maximize our ability to advocate effectively on legislative, legal and regulatory issues through new corporate fundraising and expanded use of existing advocacy tools including independent expenditures.
- The funds will not be used for staff salaries or any other administrative costs.

QUESTION

ANSWER

Why is the new Advocacy Fund necessary at this time?

- In 2016, Wisconsin lawmakers significantly changed Wisconsin campaign finance laws by, among other things, doubling the contribution limits to candidates for state and local office and legalizing corporate political contributions for the first time in 100 years.
- The WRA board determined it was necessary to raise more money to advocate for our issues under the new laws.

Why did the WRA board increase dues to fund this new program?

- After considering several options, the WRA board chose to increase dues to fund the program because the entire membership will benefit from these advocacy efforts.

How will the new Advocacy Fund differ from RPAC?

- The REALTORS® Political Action Committee (RPAC) is a voluntary contribution to provide financial support directly to candidates who support REALTOR® issues.
- Generally, about 40 percent of WRA members contribute to RPAC even though 100 percent of our members benefit from these contributions.
- The new Advocacy Fund is more flexible and will be used for a variety of advocacy expenditures for candidates who support our issues, and for issue campaigns to educate and engage the public about key REALTOR® issues.

With the \$35 dues increase going into effect this fall, will the WRA still raise money through RPAC?

- Yes.
- The WRA will still raise money through RPAC and the Direct Giver program so we can continue our efforts to financially support candidates who support our issues.

Are there other state REALTOR® associations that have a similar advocacy program?

- Yes.
- California, Oregon and Washington are examples of other state REALTOR® associations that have a similar advocacy fund.
- Those assessments range in amount from \$35/member to \$50/member.

What if a member doesn't want to give to the Wisconsin REALTORS® Advocacy Fund (WRAF)? Do these members have another option?

- Yes.
- Members who don't want to give to the Wisconsin REALTORS® Advocacy Fund can notify the WRA, in writing, that their \$35 go instead to the Wisconsin Homeowners Alliance (WHA) to support its grassroots lobbying and other policy efforts on behalf of Wisconsin property owners.



4801 Forest Run Road, Suite 201 | Madison, WI 53704 | Web: www.wra.org

At the Core of RPR Commercial

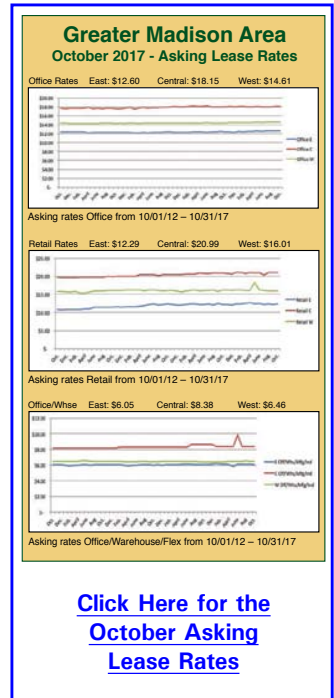
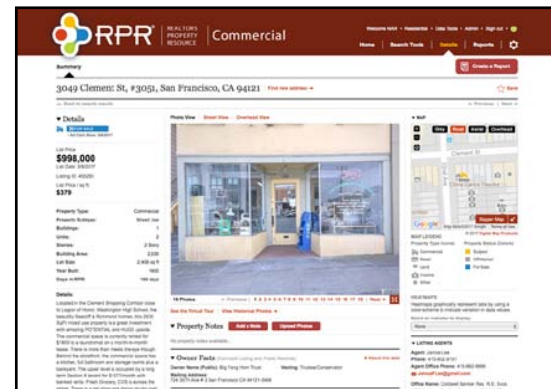
For many commercial practitioners RPR is the go to source for persuasive, decision making data and reports. From site selection and investment analysis tools to demographic and psychographic insights about communities, this valuable REALTOR® member benefit truly helps validate a practitioner's local expertise when working with a broad range of clients. At RPR Commercial we have a goal of becoming the nation's top technology for researching and analyzing commercial real estate opportunities. With this in mind, our data and integration partnerships are strategically selected so that whether they provide local economic activity or traffic counts, they all provide nationwide coverage and usability. So just by being a REALTOR® and creating an RPR account, users have unparalleled access to the following...

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- Attribute Based Site Selection
- Retail Supply/Demand Based Site Selection
- Investment Analysis
- Property, Trade Area and Analysis Report Generation
- Mobile App for Apple and Android Devices



REALTORS® today are being rewarded by their clients for providing data that backs up their buy-or-lease decisions and RPR Commercial is here to consolidate that needed information into one easy to access platform. For more information, please visit <http://blog.narrpr.com/commercial/>.

RPR: 3 Key Benefits to Wow Commercial Clients

Are you curious why so many REALTORS® are turning to RPR when working with commercial clients? [Join us for a quick look at three major benefits found on the Commercial side of RPR and learn how you can better serve your clients.](#)

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*Lowest Closing Cost Commitment is available only for first mortgage purchase or refinance transactions. Offer excludes VA, FHA, WHEDA, Rapid Refinance, jumbo, lot and construction loans. Offer subject to credit approval. To qualify for the offer, a borrower must complete a UW Credit Union mortgage application and provide an unexpired Loan Estimate of an equivalent loan from a competing lender prior to locking either loan. UW Credit Union will determine at its sole discretion if the loan terms of the two loans are equivalent and compare closing costs. The comparison of closing costs will exclude title insurance, transfer tax, escrow payments, daily interest charges and loan level pricing adjustment (LLPA) fees. LLPA's represented as origination points or fees are also excluded. UW Credit Union will determine whether to match closing costs or pay \$500 for qualified borrowers at its sole discretion. Offer not valid if loan terms or conditions change prior to loan closing with UW Credit Union or competing lender. UW Credit Union will not compare closing costs for this offer once a mortgage loan is locked with UW Credit Union or a competing lender. Membership requirements apply. Member must have a qualifying UW Credit Union checking account to receive \$500, which will be deposited into member's Premium, Value or Access checking account within 90 days after receiving a copy of the (1) final Closing Disclosure and Settlement Statement and (2) mortgage note within 30 calendar days of closing the loan with a competing lender. By law, \$500 must be reported for tax purposes. Offer subject to change and without notice. UW Credit Union actively monitors key market competitors quarterly; as of 6/28/2017, average closing costs are \$1,911. Average closing costs are based on conventional fixed rate mortgage loans.

¹UW Credit Union is ranked among the top ten home loan lenders in the state based on information from county Register of Deeds Offices; CoreLogic.

Calendar: October 15 - November 15

Thursday, October 19

RASCW Housing Foundation Board of Directors
8:30 am - Egg & I

Wednesday, October 25

Sauk Columbia Chapter App-y Hour
10:00 am - Baraboo Area Chamber Conference Room

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

Thursday, October 26

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

Wednesday, November 1

Membership Networking Committee
9:00 am - Preferred Title

Thursday, November 2

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

Friday, November 3

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

Wednesday, November 8

Commercial Services Committee
8:30 am - Altus Commercial Real Estate

Green Lake Ripon Chapter Meeting
3:00 pm - Guaranty Title

Green Lake Ripon Membership Meeting
5:00 pm - Norton's of Green Lake

Wednesday, November 15

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

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

[CLICK HERE](#)

**REGISTER FOR
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Home at Last Lunch and Tour

Please come for lunch and 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 homes, communities and hope. Lunch will start at 11:45 a.m.

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 our work firsthand and learn more about our 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 financial donations. Tours are to inform and inspire. All tours take place at the Habitat for Humanity of Dane County headquarters at 1014 Fiedler Lane, #29, Madison. The next tour will be Thursday, November 9, 2018. Register at <https://habitatdane.org/Register-Dream-Tour>. You will receive an email with directions and parking details.

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*The following loan programs are not eligible for the closing cost credit: Federal VA, FHA, Rural Development, WHEDA, Investment Property and Construction loans. Offer valid on home purchase applications submitted from January 1, 2017 through October 31, 2017 where the loan's interest rate is locked by October 31, 2017. The \$500 closing cost credit cannot exceed the actual amount of closing costs, prepaid interest and escrow reserves. This includes if the credit is combined with a seller closing cost credit. First mortgages only (offer does not apply to second mortgages or home equity lines of credit). The credit will be applied at the time of the loan closing and will be reflected on the closing disclosure. Not valid with any other offers. ©Summit Credit Union 2017.

REALTOR® Party Mobile App

Text REALTORS® to 30644 to sign up for the REALTOR® Party Mobile Alerts by November 30th and enter to win a \$500 Amazon gift card. Rules apply.



WHERE WILL YOU BE WHEN YOU GET THE CALL FOR ACTION?

As a busy professional on the go your lifeline to clients and your office is your phone. Fewer and fewer of us are tied to a traditional desktop or laptop anymore to complete the functions of our work. Smartphones and tablets are how we increasingly manage our information and daily tasks.

THE REALTOR® ACTION CENTER MOBILE APP – DON'T JUST GET IT – USE IT!
DOWNLOAD AND LOGIN TODAY

The REALTOR® Action Center mobile app contains a host of features to help you VOTE, ACT and INVEST on the go:

- ★ **MOBILE ADVOCACY**
When there is a Call for Action you will receive a standard push notification alerting you. The new mobile action alert format will make your participation a snap. No forms to fill out. Shorter, easier summaries of the issue and why your action is important.
- ★ **ACTION PROFILES**
The app will contain a summary of your REALTOR® Party engagement. A list of open action items, actions you have already taken, your current year's RPAC investment amount, and more.
- ★ **INVEST IN RPAC**
Through the REALTOR® Party mobile app you can easily make an investment in RPAC on your mobile phone. To help you plan your investment amount, your action profile displays your total amount invested year to date.
- ★ **ADVOCACY REPORTS**
Track how your state and local associations are doing in terms of their advocacy efforts. Help us reach our annual 15% goal!
- ★ **SURVEYS**
Take important REALTOR® Party surveys on your phone.
- ★ **REALTOR® PARTY TRACKER**
Learn how your state and local association is using NAR programs to build political strength in your own backyard. Find out what tools and programs NAR is providing your association and how much money those programs cost.

To download, text "App" to 30644 and remember to login!

REALTOR® Safety Program



More than a decade ago, the NATIONAL ASSOCIATION of REALTORS® launched the REALTOR® Safety Program to educate REALTORS® on the potential risks they face while on the job. The program continues to produce videos, host webinars, and create marketing materials and presentations for members. As part of

NAR's ongoing efforts to keep our members safe, and to strengthen the REALTOR® Safety Program, NAR annually adds resources.

Please visit www.NAR.realtor/Safety for a wealth of resources including articles, videos, webinars and courses. Please use the safety materials throughout the entire year and share this important information with your friends and colleagues. Help one another be safe!

Home Buyer Classes

home'own'er-ship =
a smart investment in your future



2017 Home Buyer Class Schedule:
Tuesday Nights • 5:30 pm to 9:00 pm
November 14 & 21

Register: (608) 251-4446 Ext. 7
or rw@movin-out.org

Class location: Villager Mall,
2300 S Park St, Madison, WI 53713



This home buyer education meets requirements for down payment assistance and lending programs.

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As a community bank it is our pleasure to help our communities grow by adding to new residences.

John Breidenbach
Vice President
Business Banking
jbreidenbach@oregoncommunitybank.com

Dave Parminter
Vice President
Residential Construction Manager
dparminter@oregoncommunitybank.com

Roger Erickson
Sr. Vice President
Mortgage Lending
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CHECK OUT THESE LOCAL RESOURCES



CITY OF MADISON POLICE DEPARTMENT
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MEMBERSHIP UPDATE

NEW MEMBERS

Stephanie Armbrust
RE/MAX Preferred

Coleen Blackburn
Pahnke Real Estate, LLC

Emily Breton
eXp Realty, LLC

William Butcher
Fourcap Real Estate

Elizabeth Grabe
Keller Williams Realty

Erica Grizzard
Keller Williams Realty

Alison Hablewitz
Keller Williams Realty

Jessica Hanlon
T R McKenzie Inc.

Paul Hickman
Keller Williams Realty

Arthur Hill
eXp Realty, LLC

Joanna Janas
First Weber Inc

Misty Johnson
Exit Realty Premier Properties

Heidi Kivi
First Weber Inc

Angi Kleiman
Keller Williams Realty

Jane Lee
Century 21 Zwygart Real Estate

Tracy Liedtke
Adashun Jones Real Estate

Cory Lucke
360 Commercial Real Estate Services, LLC

Mark McGinnity
Terra Firma Realty

Roberta Morrison
Century 21 Zwygart Real Estate

Kevin Nielsen
Keller Williams Realty

Danica Rademacher
Keller Williams Realty

Eric Rajala
Keller Williams Realty

Mike Robertson
Mike Robertson Appraisal

Terry Rucht
First Weber Inc

Brad Sather
First Weber Inc

Dori Suddarth
Realty Executives Cooper Spransy

Fred Van Buren
Grey Wolf Real Estate Services, LLC

Michael Weiss
MHB Real Estate

AFFILIATES

Timothy Brickl
Timbr Home Inspection LLC

Dan Curtin
Highview Inspections LLC

Mark Herbst
Wells Fargo Home Mortgage

Laura Peck
Axley Brynerson LLP

Congratulations to the 35 new members who completed Orientation in September sponsored by Ben De Witt and Fidelity National Title.

Thank you to Bonnie Dixon, Scott Walker, Tom Weber, Robert Procter, Laura Stanfield, Angel Williams and Tiffany Tobias for imparting their wisdom and time as September Orientation Instructors.

You did an excellent job!

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Jennie Bloedow	Bunbury & Associates, REALTORS®	Exit Realty Premier Properties
Ann Conrad	Bunbury & Associates, REALTORS®	Conrad Development LLC
Reda Dauksys	Century 21 Affiliated	Great Day Real Estate
George Frank	First Weber Inc	Realty Executives Cooper Spransy
Jason Gober	Keller Williams Realty	Century 21 Affiliated
Jerome Jeffrey Jones	Century 21 Affiliated	Keller Williams Realty
Jennifer Luedtke	Keller Williams Realty	OpenHomes Inc.
Jodi Mallas	House To Home Properties LLC	My Property Shoppe LLC
Deborah McLaughlin	Realty Executives Cooper Spransy	Deborah McLaughlin
Colin McMullen	Keller Williams Realty	Realty Executives Cooper Spransy
Bob McNurlen	Northern Exposure Real Estate LLC	First Weber Inc
Jeremy Miller	Realty Executives Cooper Spransy	NextHome Metro Group
Ashley Pilarowski	Home Buyers Marketing II, Inc	Century 21 Affiliated
Joe Reuter	Community Realty	Tim Slack Auction & Realty, LLC
Bridget Schwartz	First Weber Inc	eXp Realty, LLC
Scott Sklare	Synergy Real Estate Group	NextHome Metro Group
Josh Stearns	Universal Realty Team	Simplicity Real Estate Inc
Sarah Tormey	Stark Company, REALTORS®	Keller Williams Realty
Crystal Urlacher	Stark Company, REALTORS®	Keller Williams Realty

NEW OFFICES

Mike Robertson Appraisal
Middleton, WI

My Property Shoppe LLC
Waupun, WI

Simplicity Real Estate Inc
Lodi, WI

Timbr Home Inspection LLC
Prairie Du Sac