

# REALTOR® REVIEW



# RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



December 2017

Volume 22 • Number 12

## MARK YOUR CALENDAR

### Membership Renewal Notice for 2018 – Last Call

If you have not yet paid your Membership Renewal for 2018, please note payments need to be **received by December 31, 2017 to avoid late fees.** Due to the Holiday, we encourage you not to wait until the last day.  
*See page 4 for additional information.*

### RASCW & SCWMLS Installation Dinner

Thursday, January 18, 2018  
[Click here for details.](#)

### Lender Speed Networking

Thursday, February 1, 2018  
*Save the date & watch for details.*

[CLICK HERE](#)  
FULL EVENT CALENDAR

## IN THIS ISSUE

- Page 2**  
President's Message: Tom Weber  
Sauk Columbia Chapter – Toys for Tacos
- Page 3**  
MLS News  
Listing Contract Required to Advertise  
When Is the Buyer's Name Confidential?
- Page 4**  
2018 Membership Renewals - Last Call  
Please Support Your Housing Foundation!
- Page 5**  
Thank You All - Mallards Tailgate Fundraiser  
REALTOR® Safety - Safety First  
Professional Standards Committee Report  
Save the Date! - Lender Speed Networking  
REALTOR® & Government Day
- Page 6**  
RASCW Commercial Corner  
Sommer Von Behren Receives Award
- Page 7**  
Calendar: December 15 - January 15  
Game Changer - Business Reboot 2018
- Page 8**  
Congratulations to 2018 President Stan Hill  
Continuing Education 2017-18
- Page 9**  
RASCW 2017 Annual Report
- Page 10**  
Membership Update  
In Memoriam

RASCW & SCWMLS

## Installation Dinner

Thursday, January 18, 2018  
Nakoma Golf Club  
(4145 Country Club Rd, Madison, WI)

Registration and Networking Begins at 5:00 p.m.  
Dinner Served at 6:00 p.m. • Program to Follow

Join us for a special evening as we install our 2018 Presidents  
along with the new officers and directors.



**2018 RASCW President**  
Stan Hill,  
Stark Company, REALTORS®



**2018 SCWMLS President**  
Jenny Lancaster,  
Century 21 Zwygart Real Estate

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

## CALL FOR ACTION – NAR President Elizabeth Mendenhall

Thanks to our members' engagement, REALTORS® have helped positively influence tax reform in some key areas. For example, both the House and Senate have agreed to maintain deductibility of state and local property taxes up to \$10,000, and to maintain Section 1031 tax-deferred exchanges in their present form for real estate investments.

**BUT OUR WORK IS NOT DONE.** We still have an opportunity to influence Congress to help make the tax reform bill more favorable to homeowners and consumers. Now that both the House and Senate have passed The Tax Cut and Jobs Act, a Conference Committee will begin to address the differences between the two bills. Important improvements in the legislation are possible by encouraging Congress to maintain the current law for the mortgage interest deduction and capital gains exclusion. Retaining current law makes the bill more favorable to homeownership.

## Take Action!

Thank you for your continued support as we work to protect homeownership!

Elizabeth Mendenhall  
2018 National Association of REALTORS® President



# 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](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: Tom Weber

[Click here for the full article.](#)

Here we come to the end of another year, with our Association looking fabulous!

We are currently 3100+ members, nearly 200 Affiliate Members. As I look back to measure how we have done as an Association in 2017 the best measure I can find is our Mission Statement and examples of what has been done with its guidance.

- Our Purpose is to Serve members-
  - We are blessed with outstanding leaders – volunteers and staff – on both the RASCW and the WRA level, along with the countless hours our local Committee Chairpersons, Co-Chairpersons, and their committee members have given selflessly to engage and support our members.
- By providing education, programs and benefits - We have had numerous opportunities this year
  - Mining for Gold in New Construction
  - Safety First – In the Physical and Digital World
  - Down Payment Assistance for Your Clients
  - Listing and Selling 1 to 4 Family Income Properties
  - Graphs and Laughs- Economic Update
  - New Developments for Commercial Brokers
  - Retirement and Budgeting for Real Estate Professionals...

[Click here to continue.](#)



Tom Weber, RASCW President with the Marines at the 2017 RASCW Holiday Party.

Toys and cash donations were raised for the Marine Toys for Tots Foundation.

## News from the Sauk Columbia Chapter – Toys for Tacos



The Sauk Columbia Chapter is celebrating huge and heartwarming success with the first annual Toys for Tacos event held on December 5 aimed at raising donations, toys, and awareness for the Sauk County Giving Tree. Volunteers for the event, sponsored by Wisconsin River Title, Waterstone Mortgage Baraboo, and Jose's Authentic Mexican Restaurant, made over 500 tacos, and in exchange received over 200 donated toys and \$636 in cash donations in just three hours. In the 2016

holiday season, the Sauk County Giving Tree supported over 275 local families by providing Christmas gifts and toys for 717 children in need. Each child receives a toy, two articles of clothing, and art supplies. Thank you to all of our volunteers and participants who helped make the first Toys for Tacos event such a huge success and starting the holiday season out right by giving back.



Patrick Averill,  
Vice President  
NMLS #926414

Phone: (608) 833-2427

[paverill@thompsonkane.com](mailto:paverill@thompsonkane.com)

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.

\*\*\*\$895 Closing Cost Credit\*\*\*

**TK ThompsonKane**  
YOUR HOME LOAN PARTNER

- Exceptional Customer Service
- Great Rates and Low Closing Costs
- Variety of Loan Products
- Efficient Loan Process With Quick, On-Time Closings
- In-House Underwriters

Thompson Kane & Co., LLC  
NMLS #898428  
8020 Excelsior Drive, Suite 401  
Madison, WI 53717



## New Law: Listing Contract Required to Advertise

Cori M. Lamont, WRA Director of Corporate and Regulatory Affairs

2017 SB 455 relating to real estate practice became effective on December 2, 2017 and now requires a listing agreement in order to advertise a property.

### Wis. Stat. § 452.136 (3) ADVERTISING WITHOUT AGENCY AGREEMENT PROHIBITED.

A firm and any licensees associated with the firm may not advertise a property unless one of the following applies:

- The firm is the listing firm for the property.
- The firm or a licensee associated with the firm has obtained consent to advertise the property from the listing firm for the property.

Please watch for additional information on the changes in WRA Hottips, *Legal Updates* and Legal Talks.

## Listing Protection: When Is the Buyer's Name Confidential?

### From the WRA Legal Hottips

**Question:** What if an agent/broker refuses to give the name of the client/customer they are showing a listing to for purposes of the broker's protection list at the end of the listing term? Is there any re-course? The broker understands occasionally a buyer does not want to have their name disclosed, but how does a listing agent really know that is the case?

**Answer:** According to the terms and conditions of the listing contract the listing broker must timely provide the buyer's name to create listing protection. If, however, the buyer's name was to be confidential, then delivery of a notice identifying the broker with whom the buyer negotiated and the date(s) of any showings or other negotiations would fulfill the delivery of the buyer's name requirement.

Although Wisconsin's licensing laws do not specifically address this type of policy, NAR's Code of Ethics in Standard of Practice 3-5 states that subagents must provide listing agents with all pertinent facts relating to the transaction. Because the name of a prospective buyer is arguably a pertinent fact, a sub-agent should provide this name if requested by the listing agent. However, if the buyer has requested that his or her name remain confidential on the agency disclosure form, the subagent's duty of confidentiality owed to all parties under Wis. Stat. § 452.133(1) & (4) would override the ethical duty of cooperation owed to the listing agent.

In the case of a buyer agency agreement, the buyer's agent may decline to respond to the listing broker's request. However, without the name, the listing broker will not be able to provide the seller with the buyer's name for listing protection and that may endanger the buyer's agent's right to the cooperative commission from the listing broker.

The listing broker generally has to take the assertion that a buyer has requested that his or her name remain confidential on faith. It is difficult to confirm the confidentiality without revealing the name of the buyer in the process.

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

Monthly  
Statistical  
Reports  
[Click Here](#)

### Attention Those Using the Wisconsinhomes.com Framed Website

If you currently use the free framed version of [wisconsinhomes.com](http://wisconsinhomes.com) ([www.wisconsinhomes.com/index2.php](http://www.wisconsinhomes.com/index2.php)) as the listing search portion of your website, please let this serve as notice that we will be eliminating this framed option the end of December. We will be transitioning [wisconsinhomes.com](http://wisconsinhomes.com) to a new vendor, which will not allow for a framed option. We are currently working with the IDX vendor, Placester, to offer an alternative. If you are interested in this alternative, please email [support@wisre.com](mailto:support@wisre.com) for more information.

### Don't be a Keybox Jammer

When placing keys in the new Supra key-boxes, please make sure to put them in the front compartment, where a green sticker with bright yellow keys displays. Do not put them in the back more open area which has a picture of a key with a line through it. If a key is placed in the back compartment, it is likely to jam. For those more visual, [click here](#).

### How Can My Office Use Property PIN

With the October database changes, we added a new optional listing field called Property PIN. This field can be used within your office to tie listings to internal processes (i.e. advertising PIN). This field is not on any standard reports, but can be added to spreadsheets and custom reports, and can be searched on. This field is alpha/numeric and has a max character count of 25. The Property PIN field within maintain listing can be found under the Open House/Tour/PIN section.

### Selecting ListHub Publishers – Watch for Extended Networks



As a broker utilizing ListHub to advertise your listings on national websites, you would have had to select which websites you want your listings to display on. You did this via the publisher selector on [www.listhub.com](http://www.listhub.com). If this is a distant memory, you may want to take a few moments to review your selections, if not only to serve as a reminder of where your listings are going. While you are doing this, pay special attention to those publishers marked with a red cross labeled Extended Network. These publishers redistribute your listings to other websites you may not be aware of. We would suggest you review these other websites and if not comfortable with all of them, remove the selection for the main publisher.

**Madison WCR would like to announce its 2018 Officers**

<b>PRESIDENT</b> Michelle Gille First Weber	<b>TREASURER</b> Kelli Ezzell Settlers Bank	<b>STATE PRESIDENT</b> Vivian Schmelzer Restaino & Associates
<b>PRESIDENT-ELECT</b> Monika Ramsey First Weber	<b>SECRETARY</b> Jean Armendariz-Kerr Servo Legal, LLC	<b>STATE GOVERNOR</b> Kris Teasdale Restaino & Associates
<b>MEMBERSHIP DIRECTOR</b> Mary Gondolfo First Weber	<b>EVENT DIRECTOR</b> Deann Schneider Tim O'Brien Homes	

WCR.org

## Membership Renewal Notice for 2018 – Last Call

Thank you for renewing your Membership in the REALTORS® Association of South Central Wisconsin!

If you have not yet paid your Membership Renewal for 2018, **please note payments need to be received by December 31, 2017 to avoid late fees.** Due to the Holiday, we encourage you not to wait until the last day. Please see your invoice for details. If you did not receive your invoice, please contact Beth Fletcher at 608.240.2800 or [beth@wisre.com](mailto:beth@wisre.com).

It is the responsibility of RASCW to collect dues on behalf of the Wisconsin REALTORS® Association and the National Association of REALTORS®. 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 2018. [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 2018 Membership Renewals

**Please note that credit card payments will only be accepted online** (note exceptions below).

The online service is handled by the National Association of REALTORS® and is only available through December 31. This site experiences heavy traffic during the month.

We encourage you not to wait until the last day. [Click Here to Pay Dues Online](#) – Visa and MC Only.

### 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.

## 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.



## Thank You All

Thanks to the generous support of our sponsors and ticket purchasers to this year's Mallards Tailgate Fundraiser, the RASCW Affordable Housing Equal Opportunities Committee was able to present checks totaling \$10,000 to Movin' Out, Inc. This represents the highest total raised since the inception of the fundraiser 13 years ago. Please watch for next year's event - we hope to see you there.

Pictured left to right: Rebecca Wiese, Movin' Out Housing Counselor; Joe Long, AHEOC Co-chair; RASCW EVP Kevin King; Amy Wedekind Kallas, Movin' Out Interim Executive Director; Sara Whitley, Dane County Home Buyers Round Table President; Laura Stanfield, AHEOC Co-chair; Sara Hurley and Paula Tiffany, Movin' Out Housing Counselors.



## REALTOR® Safety

Please share these [Safety First tips](#) with your sellers for use all year round (courtesy of zipLogic)

One Cool Thing

READ IT. USE IT. SHARE IT!

# SAFETY FIRST

When selling your home, there are certain safety guidelines that should always be followed to keep yourself and others safe.

<p style="text-align: center; font-weight: bold; color: #4a7c59;">VALUABLES</p>  <ul style="list-style-type: none"> <li>■ Don't forget to take your keys, credit cards, jewelry, and other valuables from your home or lock them away</li> <li>■ Antique, rare, or expensive home décor items also should be put away to avoid accidental breakage, or worse, theft</li> </ul>	<p style="text-align: center; font-weight: bold; color: #4a7c59;">MEDICATIONS</p>  <ul style="list-style-type: none"> <li>■ Remove prescription medications from medicine cabinets and bedside tables</li> </ul>	<p style="text-align: center; font-weight: bold; color: #4a7c59;">WEAPONS</p>  <ul style="list-style-type: none"> <li>■ Firearms, knives (including those in a block in the kitchen), and other weapons should be removed from sight and locked away</li> </ul>
---	---	--



<p style="text-align: center; font-weight: bold; color: #4a7c59;">PERSONAL INFO</p>  <ul style="list-style-type: none"> <li>■ Bills, invoices, credit card statements, mail, and anything with your Social Security Number or other personal identifying information should be removed from view</li> <li>■ Family photos and anything labeled with names also should be put away</li> </ul>	<p style="text-align: center; font-weight: bold; color: #4a7c59;">SHOWINGS</p>  <ul style="list-style-type: none"> <li>■ Do not let strangers into your home if they do not have an appointment</li> <li>■ All showings should be officially scheduled in advance through either your REALTOR®, their office, or another REALTOR® who represents the buyer</li> </ul>	<p style="text-align: center; font-weight: bold; color: #4a7c59;">HAZARDS</p>  <ul style="list-style-type: none"> <li>■ Protect yourself from a liability standpoint by making sure that driveway and sidewalks are clear and free of ice and debris</li> <li>■ Also, make sure all pets are secured at all times</li> <li>■ Do everything in your power to ensure a prospective buyer is not in danger</li> </ul>
---	--	---

IF SOMETHING DOESN'T FEEL RIGHT, CALL YOUR REALTOR® IMMEDIATELY. IT'S ALWAYS BEST TO ERR ON THE SIDE OF CAUTION.

## Professional Standards Committee Report

The Association's Professional Standards Committee is responsible for handling ethics complaints and arbitration requests. Committee members are appointed and required to attend a training session to prepare them to serve on Grievance Panels, Hearing Panels and as Mediators.

During 2017, the Professional Standards Committee reviewed eleven filings – six ethics complainants (four filed by consumers) and five requests for arbitration (one filed by a consumer). How does this compare to last year? During 2016, the committee reviewed fourteen complaints – nine ethics complaints (four filed by consumers) and five arbitration requests.

### Save the Date!

**Lender Speed Networking  
Thursday, February 1, 2018**

The Professional Development Committee is busy planning programs for 2018. Mark your calendar for Thursday, February 1, 2018 for a Lender Speed Networking program being held from 2:00-5:00 p.m. at Breakwater in Monona.

**Watch for details!**



**REALTOR® & GOVERNMENT DAY**  
MADISON, WI / MARCH 15, 2017

NEW LOCATION

MADISON CONCOURSE HOTEL | MADISON, WI  
WEDNESDAY | FEBRUARY 7, 2018

WRA ORG/RGAD WISCONSIN REALTORS® ASSOCIATION

## REALTOR® Property Resource (RPR) Release Improves Commercial Tenant Data

In a previous release, RPR began the process of displaying tenant data for commercial properties. With its newest release, tenant data can/will be:

- Displayed on Commercial Property Reports
- Printed as a stand-alone report
- Shown in red when a user makes changes to the Tenant Data section



## 2018 RASCW Commercial Real Estate Forecast

Thursday, January 25, 2018

TDS Conference Center, 525 Junction Road, Madison

Presenters

Jason Zook, IRA Loan Officer,  
North American Savings Bank, FSB, Kansas City, MO

Christian Beaudoin, Research Director  
Jones Lang LaSalle, IP, Inc., Chicago, IL

Matt Wachter, Manager of Real Estate Services  
Economic Development Division, City of Madison

Registration 1:00 p.m. • Program 1:30 pm  
Networking Reception to Follow

Please email [registrations@wisre.com](mailto:registrations@wisre.com) to reserve your spot.

Tenant / Contact	Sublet / LPH	Move-in / Date	Type of Business	Business / Start Date
BULTS PHOTO	STE 1000	-	NonProfit Group/NEC	1/1/2013
INNOVA HOLDING CORP 7140030000	STE 1000	-	-	1/1/2008
KUMMER SMITH JOZAKOU & GREGSON LLP 9450612808	STE 1000	-	-	1/1/2010
Irvine Technologies JOHN CHAPLAINEALTY PRESIDENT 60001-000-0002	STE 101	11/15/2017	IT	12/15/2017
CHAPLAINEALTY HEALTH MANAGEMENT INC MAYNOR CHAPLAINEALTY PRESIDENT	STE 1005	-	-	25/2015

### Greater Madison Area December 2017 - Asking Lease Rates

Office Rates: East: \$12.57 Central: \$18.25 West: \$14.58

Retail Rates: East: \$12.08 Central: \$20.99 West: \$17.58

Office/Warehouse: East: \$6.09 Central: \$8.38 West: \$6.50

Click Here for the December Asking Lease Rates.

## Sommer Von Behren Receives the Cindy Strange Pay it Forward Award



Cindy Strange was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us all. She believed giving people more than they'd expect was the way she wanted to live. In wanting to honor her outstanding qualities, RASCW is proud to present the 2017 Cindy Strange "Pay It Forward" Award to Sommer Von Behren.

Sommer is a Director on the RASCW Board and active with our Sauk-Columbia Chapter. Sommer has been a Member of RASCW since 1999. She is very active in her Sauk County community – organizing her office to participate in the Meals-On-Wheels program, helping the Sauk County Humane Society with photos and Facebook postings of cats and dogs available for adoption, involvement at various times with the Optimists, Habit For Humanity™, and the Sauk Prairie Chamber of Commerce Young Professionals. When her schedule does not allow for her personal involvement, she is a generous financial supporter of youth soccer, the food pantry, and more.

At our Annual Meeting on November 16, Sommer was presented with the Award and proceeds from the Cindy Strange Memorial Golf Outing. Sommer in turn is donating the funds to Sauk City. In her own words,

"I thought long and hard about who I would like to designate to receive the donation funds. There are so many deserving organizations and charities and it was really hard to decide!

In the end, I found out that Sauk City has been awarded a matching grant to put in a splash pad, which is something very much needed in our community. We're a wonderful bedroom community of Madison with great people and excellent schools, and often miss out on publicity because we are just across the bridge from Dane County.

Having things like the splash pad is a boon for us since families moving to our area hope for those types of amenities. The matching grant actually allows for improvement to Auggie Derleth Park which will include the splash pad, irrigation for the soccer field (it currently gets wet frequently and cannot be used), as well as a pavilion/concession area for parents and dog walking stations (this is by our river walk trail) with litter bags, etc. So all in all I think it's really cool and I am really excited about being able to donate the funds."

Congratulations and thank you Sommer for serving and giving back to the community!

## Calendar: December 15 - January 15

**Friday, December 15**  
Paragon™ Basic  
9:00 am – SCWMLS Training Room

**Friday, December 22**  
RASCW/SCWMLS Offices Closed  
12:00 Noon – Holiday

**Monday, December 25**  
RASCW/SCWMLS Offices Closed  
All day – Holiday

**Friday, December 29**  
RASCW/SCWMLS Offices Closed  
12:00 Noon – Holiday

**Monday, January 1**  
RASCW/SCWMLS Offices Closed  
All day – Holiday

**Wednesday, January 3**  
Membership Networking Committee  
9:00 am – Preferred Title

**Friday, January 5**  
MLS Committee  
9:00 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**  
**PARAGON™ TRAINING**

*on-site classes & webinar based*

## Game Changer

*Business Reboot 2018*



### SAVE THE DATE

Thursday, March 8, 2018

8:30 – 11:00 a.m.

Promega BTC Auditorium, Fitchburg

**More details to come!**

### Master of Ceremonies:

**Tom Farley,**

Director of Marketing, Fairway Independent Mortgage Corp., Author, Professional Speaker

### Featured Speaker:

**Nobu Hata,**

Director of Digital Engagement,  
National Association of REALTORS®

**Sponsored by WCR & RASCW**

## Lowest Closing Cost Commitment

### Worry-Free Home Buying


With our Lowest Closing Cost Commitment,\* your clients will get the lowest closing costs from us. If they find lower closing costs with another lender, we'll match their closing costs or give them \$500.

Recommend a top Wisconsin lender today!

800.533.6773, ext. 2810 | uwcu.org



**UW Credit Union**

 \*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. LLPAs 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 10/2/2017, average closing costs are \$1,989. Average closing costs are based on conventional fixed rate mortgage loans.

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

**Congratulations to 2018 President Stan Hill**



2018 RASCW President Stan Hill is one of the members of the NAR REALTORS® Choir performing at the NAR annual meetings. Last month, the choir sang at the Inaugural Dinner and at the opening of the Board of Directors meeting. Thank you Stan for your talent and representation of RASCW.

**Continuing Education 2017-18**

By partnering with the Wisconsin REALTORS® Association we are able 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 of even-numbered years. 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 Listing Contracts
- Course 2 – Wisconsin Offers to Purchase
- Course 3 – Wisconsin New Developments
- Course 4 – Ethics and Best Practices (includes the NAR ethics requirements)

**Elective Topics**

(Licensees must take two of the following)

- Elective A – New Construction
- Elective B – Wisconsin Investment Property and Property Management
- Elective C – Financing
- Elective D – Other Wisconsin Approved Forms

[To register, please click here.](#)

**Integrity Home Inspections**

of South Central WI, LLC

Ed Anderson - Owner  
Designing, Building, Inspecting  
for over 36 years.  
Certified Infrared Thermography Inspector

Monkey wrench not included.

Call or Text (608) 206-4950  
e-mail edanderson209@gmail.com

Visit my Website for more information and prices [www.ihiscw.com](http://www.ihiscw.com)



**Season's Greetings**

FROM:

Linda Oelke-McNamer NMLS#685867  
Crystal Gulenbach NMLS#451162



**608.643.3393 BANKPDS.COM**

**Continuing Education 2017-18**

By partnering with the Wisconsin REALTORS® Association we are able 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 of even-numbered years. 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 Listing Contracts
- Course 2 – Wisconsin Offers to Purchase
- Course 3 – Wisconsin New Developments
- Course 4 – Ethics and Best Practices (includes the NAR ethics requirements)

**Elective Topics**

(Licensees must take two of the following)

- Elective A – New Construction
- Elective B – Wisconsin Investment Property and Property Management
- Elective C – Financing
- Elective D – Other Wisconsin Approved Forms

[To register, please click here.](#)

2017  
WMBA  
Wisconsin Mortgage Bankers Association

**Congratulations to Amy Gile-Enge**  
NMLS#586017

Nominee for Statewide Mortgage Banker of the Year and Madison's Best in Leadership from the Wisconsin Mortgage Bankers Association.



Call Amy Today (608) 836-4307

CAPITOL BANK  
www.CapitolBank.com



**BECAUSE SOME DREAMS ARE JUST BIGGER**  
Call our Mortgage Team today!  
McFarland • Stoughton • Sun Prairie  
**608.838.3141**

Equal Housing Lender NMLS# 596586 • Member FDIC

**McFarland State Bank**

[www.msbonline.com](http://www.msbonline.com)





## REALTORS® Association of South Central Wisconsin 2017 Annual Report

### RASCW MISSION STATEMENT

1. Our Purpose is to serve Members
2. By providing education, programs and benefits
3. To assist Members to successfully conduct their business professionally and cooperatively – now and in the future
4. To protect private property rights through effective participation in public policy
5. To help protect affordability and availability of housing choices by ensuring equal housing opportunities

### TOTAL ASSETS & MEMBERSHIP

#### Assets as of 10/31/2017

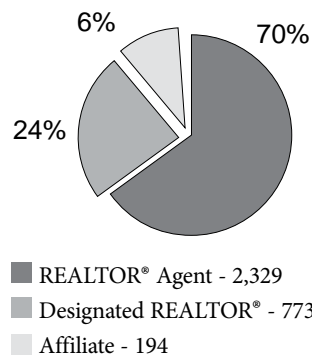
Operating Account  
\$556,363

Building/Equipment Reserves  
\$1,098,449

Leasehold Improvements  
\$36,114

Furniture and Equipment  
\$65,981

#### Total Membership as of 10/31/17 - 3,296



REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



### 2017 FACTS

- Through the efforts of the Affordable Housing Equal Opportunities Committee –
- Raised a record breaking \$10,000 at the 13th Annual Mallard's Game and donated the proceeds to Movin' Out, a non-profit organization that assists families dealing with disabilities.
  - Awarded 18 Minority Scholarships.
  - Participated in a Habitat for Humanity Work Day

The Commercial Services Committee continued its efforts to better serve the interests and needs of the commercial broker, including the monthly "Commercial Corner" in the REALTOR® Review and offering programs with a commercial brokerage emphasis, highlighted by the annual Commercial Forecast presentation in January and the New Developments program in May.

The RASCW Housing Foundation has given out over \$2.5 million in loans since 1991, including 34 new loans (\$112,815) in 2017. This year's loans were provided to assist with down payments on homes purchased in Beaver Dam, Black Earth, Columbus, Cross Plains, DeForest, Fitchburg, Madison, Marshall, McFarland, Poynette, Stoughton, Sun Prairie and Verona.

Through the efforts of the Government Affairs Committee we continued our partnership agreement with the WRA in the public policy area in order to take a more proactive role in the development of land use policies, issues affecting real estate and economic growth in our marketplaces.

Held a successful Silent & Live Auction to raise funds for RPAC and the Direct Giver program.

The Membership Networking Committee kept it fun with March Madness, Diamond Joe's Casino Trip, Foot Golf Tournament, Cindy Strange Memorial Golf Outing, Bocce Ball Tournament, Trivia Extravaganza and a Holiday Party where toys and cash were collected for Toys for Tots. The Backpacks for Buddies campaign collected 100 backpacks plus assorted toiletries and school supplies as well as cash donations. This brings our totals to 1,887 suitcases, bags and backpacks plus many boxes of personal care items that have been donated for foster care programs throughout the counties in our region.

The Orientation Committee continued its efforts in providing a first class introduction to RASCW. Ten New Member Orientation sessions were held at the RASCW office and one in Platteville. Many dedicated Member volunteers gave their time to present these sessions.

The Professional Development Committee seeks out and plans educational opportunities for both REALTOR® and Affiliate Members. Five programs were held throughout the year at no cost to Members.

Continued the formal Partnership agreement with the WRA in the areas of Continuing Education and forms sales for the 21st consecutive year.

Co-sponsored a program with NARI featuring national economist Elliot Eisenberg of GraphsandLaughs.net.

The Professional Standards Committee received 11 formal complaints: 6 ethics complaints and 5 arbitration requests.

REALTORS® Rider Team raised \$3,385 (86% increase) for Bike for Boys & Girls Club of Dane County.

- From the Green Lake Ripon Chapter –
- Held five membership meetings that included a Holiday Party, golf outing and boat trip
  - Ripon Summer Concert Series Sponsor
  - Held three days of Continuing Education

- From the Sauk Columbia Chapter –
- Held a 2017 Kick Off Party, March Madness, Safety Program and App-y Hour
  - Held a toy drive – Toys for Tacos

- From the Southwest Chapter –
- Held a Legal Hotline and Safety Lunch & Learn and an MLS Lunch & Learn
  - Donated to local food pantries

# MEMBERSHIP UPDATE

## NEW MEMBERS

**Jean Bartz**  
Bartz Realty, LLC

**Jamie Erbs**  
Keller Williams Realty

**Mitchell Fiene**  
Grey Wolf Real Estate Services, LLC

**Marie Graeme**  
Realty Executives Cooper Spransy

**Jackie Greaney**  
Stark Company, REALTORS®

**Elisabeth Hall**  
Keller Williams Realty

**Jerry Hauck**  
Newline Real Estate, LLC

**Giene Keyes**  
Restaino & Associates

**Jaime Martindale**  
Keller Williams Realty

**Leah Miller**  
Keller Williams Realty

**Chris Muchka**  
Steven's Real Estate

**Jenny Rogers**  
REI Property Management, LLC

**Kathleen Sanford**  
First Weber Inc

**Michael Stiemke-Reis**  
Stark Company, REALTORS®

**Marijuana Vandyck**  
Century 21 Affiliated

**Samantha Zweck**  
Century 21 Affiliated

### AFFILIATES

**Mark Michaels**  
Pillar To Post Home Inspectors

Congratulations to the 44 new Members who completed Orientation in November sponsored by Sandy Webber and Dane County Title.

Thank you to Bonnie Dixon, Scott Walker, Kim Moermond, Robert Procter, Kevin King, Joe Long and Tiffany Tobias for imparting their wisdom and time as November Orientation Instructors.

You did an excellent job!

## MEMBERSHIP TRANSFERS

NAME	FROM	TO
Mike Bailey	Century 21 Affiliated	eXp Realty, LLC
Bill Baker	Century 21 Affiliated	eXp Realty, LLC
Dan Bartz	Universal Realty Team	Bartz Realty, LLC
Pam Boersma	RE/MAX Preferred	Restaino & Associates
Emma Bohrod	The Alvarado Group, Inc	Realty Executives Cooper Spransy
Brett Bower	Keller Williams Realty	eXp Realty, LLC
Kevin Campos	Howard and Williams	Bunbury & Associates, REALTORS®
Jan Ciotti	Coldwell Banker Success	Restaino & Associates
Jo Ferraro	Century 21 Affiliated	eXp Realty, LLC
Zach Figiel	Keller Williams Realty	Realty Executives Cooper Spransy
Kathy Fitzpatrick	Century 21 Affiliated	eXp Realty, LLC
Henry Gobel	Madison Commercial Real Estate LLC	Smart Start Homes LLC
Gerl Gossink	First Weber Inc	Bunbury & Associates, REALTORS®
Tina Graham	Badger Realty Group	RE/MAX Preferred
Diana Hause	Stark Company, REALTORS®	Realty Profiles, LLC
Lori Heffernon	Century 21 Affiliated	eXp Realty, LLC
Toni Hofman	VandeZande Real Estate LLC	My Property Shoppe LLC
Kevin Kane	Century 21 Affiliated	eXp Realty, LLC
Patty Keller	Century 21 Affiliated	eXp Realty, LLC
Ally Kenison	Keller Williams Realty	Realty Executives Cooper Spransy
Samiera Kookasemkit	Century 21 Affiliated	eXp Realty, LLC
Tu Le	Dwellhop, LLC	Realty Executives Cooper Spransy
Sally Luehman	Century 21 Affiliated	RE/MAX RealPros
Greg Medina	Stark Company, REALTORS®	First Weber Inc
Lisa Murray	Century 21 Affiliated	First Weber Inc
Joe Nawrot	Whitetail Properties Real Estate LLC	United Country Badgerland Auction & Realty
Samantha Richards	Century 21 Affiliated	eXp Realty, LLC
Matt Roelli	Century 21 Affiliated	eXp Realty LLC
Demetrius Simpson	T. Wall Enterprises Mgt, LLC	Keller Williams Realty
Scott Sklare	NextHome Metro Group	Synergy Real Estate Group
Abby Stein	Century 21 Affiliated	eXp Realty, LLC
Greg Stroupe	Keller Williams Realty	Inventure Realty Group, Inc
Aaron Waterman	Wisconsin Dells Realty	RE/MAX Preferred
Kristin Wild	First Weber Inc	eXp Realty, LLC

## NEW OFFICES

**Bartz Realty, LLC**  
Wisconsin Dells, WI

**Pillar To Post Home Inspectors**  
Middleton, WI

**Realty Profiles, LLC**  
Madison, WI

**RE/MAX RealPros**  
Mauston, WI

**Smart Start Homes LLC**  
Cambridge, WI

### In Memoriam: Chris Zabrowski

Our condolences to the family and friends of RASCW member Chris Zabrowski. In addition to his real estate practice, Chris was also known for his culinary skills. Chris initially became a RASCW member in 1990.