







7

July 2015

Volume 20 • Number

MARK YOUR CALENDAR

Mallards Game/Tailgate
Thursday, July 23
Madison Mallards Duck Pond
Click here for more information.

Bocce Ball Tournament
Wednesday, August 12
The East Side Club of Madison
Click here for more information.

Ghoulish Gallop &
Irv Stein Memorial Walk
Saturday, October 17
McKee Farms Park
Click here for more information.

CLICK HERE

RASCW EVENT CALENDAR
Updated 6/09/2015

In This Issue

Page 2

President's Message: Mary Duff

Page 3

MLS News

Tailgate Fundraiser on Behalf of Movin'Out

Page 4

Craigslist and other Rental Scams RASCW Committees Continuing Education

Page 5

Legislative Alert Suitcases for Kids

Page 6

RASCW Commercial Corner

Page 7

WRA Convention - Navigating Excellence Movers for Moms

Page 8

Calendar: July 15 - August 15 Ghoulish Gallop & Irv Stein Memorial Walk

Page 9

Membership Update FREE Home Buyer Education Classes

Leadership Nominating Committee Report and Petition Notice

The Leadership Nominating Committee of the REALTORS® Association of South Central Wisconsin has announced the following nominees for the three open REALTOR® seats on the RASCW Board of Directors. The new Directors will be elected in September to serve three-year terms beginning in January 2016.

The Leadership Nominating Committee was charged with selecting one nominee for each directorship to be filled on the Board. 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, with no more than 10 from their own company.

Petitions must be received at the RASCW office before August 15, 2015. Click here for a Petition and Time Commitment. For details on the petition process, please contact Janine Smith, jsmith@wisre.com, or Kevin King, kevin@wisre.com, both at 608-240-2800.

Ballots will be made available to all Members in good standing by September 1, 2015. If there are no contested directorship positions, ballots will not be made available and the Director Nominees below shall be declared duly elected by the RASCW Board of Directors at their September business meeting.

REALTOR® Director Nominees

Jenny Bunbury-Johnson, Bunbury & Associates, representing broker-owners from a Class I Firm (26 + agents)

Stan Hill, Stark Company, REALTORS $^{\circ}$, representing non-owners from a Class I Firm (26 + agents)

Jennifer Utter, Sam Simon Real Estate, representing non-owners from a Class II Firm (<26 agents)

Members serving on the Nominating Committee: Dewey Bredeson, Chair, Paul Brown, Jason Geiger, Michelle Gille, Buzz Hetzer, Kris Terry, Tony Tucci



Bocce Ball Tournament!







Wednesday, August 12th at 1:00 pm The East Side Club of Madison 3735 Monona Drive, Madison, WI 53714

Click here for more information & the registration form.



A REALTORS® Association of South Central Wisconsin Publication

OFFICERS OF THE ASSOCIATION

Mary Duff, President	443-4815
Kristine Terry, Vice President	393-0891
Dewey Bredeson, Treasurer/President-elect	831-0500

DIRECTORS

Charlotte Eversoll	778-5915
Jason Geiger	277-2167
Brandon Grosse	577-9860
Jeff Hauser	271-5444
Marcia Howe	223-2184
Kelly Maly	243-8234
Carla Nowka	310-4636
Jamie Phephles	963-6923
Tom Weber	241-8307

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: Mary Duff



Wow! We've just come out of the July 4th weekend and I certainly hope everyone was able to take a few moments to stop working, express some gratitude for our independence as a nation, and indulge in traditional summer fare with friends and family.

While we have just experienced what has historically been a lull in the summer for showing activity with the holiday week, it appears buyers and sellers are still taking action as interest rates remain attractive. This leads to longer working hours, making us wonder where summer is going – sure seems to be moving at a quicker clip this year than others I can recall...

With that, I have been turning to some of my reading for inspiration and moments of calm. I'd like to share this excerpt from Brené Brown's *The Gifts of Imperfection*. In this section she shares how those who want to live wholeheartedly need to "DIG deep" when feeling exhausted and overwhelmed. She suggests they get:

"Deliberate in their thoughts and behaviors through prayer, meditation, or simply setting their intentions;

Inspired to make new and different choices;

Going. They take action."

This came at just the right time for me. It *inspired* me to *deliberately* schedule a family vacation, as well as a quick getaway with one of my girls for one-on-one time that we haven't had before. And, in so doing, I am taking action at work to line things up for these trips so I can fully engage during that time and recharge.

For you, this may take on a different shape. I just hope that the simplicity of this acronym can help you to take some moments of reflection in a deliberate fashion to make some new and different choices that inspire you to take action at work and at home. Let's get going and take on the rest of 2015 with renewed vitality!





Mike Watson Mortgage Loan Officer NMLS #486766 282.6177



Santino VanDerWielen Mortgage Loan Officer NMLS #283563 282.6173

Great Rates Are A Given

You help homeowners achieve their dreams. We help with very competitive rates and expertise. Want proof? Sign up for *Rate Watch* in our online mortgage center.

1895 120 YEARS 2015

608.282.6000 • home-savings.com

🖆 Equal Housing Lender | Member FDIC | NMLS#457895

11th Annual

MALLARDS GAME



Tailgate Fundraiser On Behalf of

11th Annual Tailgate Fundraiser on Behalf of Movin'Out

On Thursday, July 23 we will hold the 11th Annual Tailgate Fundraiser on behalf of Movin'Out, Inc. at the Madison Mallards. Why do we do this?

It is because Movin'Out creates opportunities for persons with disabilities and their families to purchase and maintain their own homes. Consider this wonderful testimonial:

I just wanted to say thank you for everything you have done to help me purchase my house. Thanks to Movin'Out, I am the happiest I have ever been. With their assistance I was able to find a beautiful house in Madison where I can easily get around in my wheelchair, and I finally have a yard for my dog. It wouldn't have been possible without their assistance.

I spent the last 3 years living in subsidized housing while attending Madison College. Now that I've graduated, I have my degree, a full time job, a fiancée, and a wonderful house. All of my dreams have come true. I have told many people about your amazing program and am truly grateful that places like Movin'Out exist. Thank you all very, very much!

Sincerely, Robert Bayerl

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 sandwiches, veggie burgers, chips, potato salad, coleslaw and beverages) and a game ticket to the Mallards baseball game at 7:05 pm.

To purchase tickets, please click here for an order form.

Even better, become a sponsor. \$100 Silver - \$200 Gold - \$300 Platinum

Thank you for your generous support.









Set Map Zoom Level for your Listings

The map that displays when clicking on the blue M from Paragon™ reports, and the map that displays on reports (i.e. customer full with map) can be adjusted to display a preferred zoom level. You can find this adjustment under Listings, Maintain and Change GeoCode. Once you adjust the zoom level and save it, the map on views/reports will hold that zoom level.

Change Up your Paragon™ Screens

The Paragon™ banner at the top of your screen can be "fun-a-tized". For example, you can pick a beach theme or a July 4th theme. To spice up your summer, select Preferences, System, User Interface and Select a Theme.

Home Features Addendum

Check out our cool Home Features Addendum to be used to provide more information about mechanicals, appliances, utilities, updates/remodeling, and home owners association info. This form can be attached to your listing as an associated document within Paragon™, thus saving you characters within MLS remarks. You can find this new form within the Associated Docs Portal. You can complete this form on screen, and save or print it for attachment to your listings, or print a blank form to complete offline.

Spreadsheet with Photos

You can include a small photo for each listing on the spreadsheet view. To add the photo, load a spreadsheet and click Customize and Fields. Move "Photo" from the list of available fields to the list of selected fields. Use the Move Up button to position where you want the photo. Click Save. Do this for each class of property.

Coming to Paragon™ July 14

- The ability to save criteria, such as status or location, on the home page Quick Search
- A new column on the Contact Spreadsheet that will include the date the contact was added
- Ability to search for saved CMA Presentations by assigned contact name or partial CMA Name
- Bug Fix: Ability to once again override the default search name assigned for new contacts

Craigslist and other Rental Scams

Once again we have received reports of information from members' listings appearing on Craigslist and other web sites purporting to offer the listed property for rent. The falsified advertisements typically show up with rentals (and sometimes even sales) being offered at substantially discounted prices with different contact information than that of the listing broker or the true owner.

For REALTORS® or property owners, the first call should be to Craigslist (or the web site publishing the false information). Upon notification, Craigslist has agreed to take down the illicit postings immediately.

Consumers are urged to only deal with landlords and property owners who are local. If conducting an online real estate transaction where funds are to be wired out of town (especially out of the country), it is critical for consumers to double check with whom they are dealing. Do not give out personal information, such as social security, bank account or credit card numbers in such correspondence.

REALTORS® may wish to check Craigslist regularly to see if their properties are being advertised without authority. The National Association of REALTORS® has a video that discusses ways of setting up technology tools (including Google Alerts) to proactively track listings (www.realtor.org/videos/how-to-protect-your-property-listings-from-rental-scams).

Anyone who has been a victim of an online scam should contact the DATCP Consumer Protection Division at 1-800-422-7128. If you suspect a scam, have already been victimized, or know someone who has fallen victim to a scam, you are also encouraged to report it to the Internet Crime Complaint Center (IC3) to help determine the extent of the problem. The IC3 is a partnership between the FBI and the National White Collar Crime Center.

RASCW Committees

All RASCW Members are encouraged to become an active part of your Association through Committee involvement. Please bring your personal talents and interests to your Association. Thank you! Click here for more information.

Continuing Education

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

There are four mandatory courses and four DSPSapproved electives. Licensees must complete the four mandatory courses and two electives from the DSPSapproved electives list.

Mandatory Courses

(All licensees must take courses 1-4).

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

Elective Topics

(Licensees must take two of the following)

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

Upcoming Classes at WRA (Madison)

August 5: CE 1 (8:30 am) and CE 2 (1:00 pm)

August 12: CE 3 (8:30 am) and CE 4 (1:00 pm)

August 19: CE A (8:30 am) and CE C (1:00 pm)

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

Jumbo mortgage loans with low fixed rates

FOR YOUR BIGGER DREAMS.

Learn more about our jumbo mortgage loan special at www.parkbank.com



ParkBank.Com | 608.278.2801







Protecting Your Right to Complete State-approved Forms

In 1961 in *Reynolds v. Dinger*, the Wisconsin Supreme Court held the completion of state-approved forms by Wisconsin real estate licensees was **not** an unauthorized practice of law. Simply put, the court decided that **no attorneys were required at real estate closings**. In 2008, the State Bar of Wisconsin attempted to make it illegal for licensees to complete state-approved forms, but the Supreme Court denied the request. Today, the WRA is pursuing legislation that statutorily protects your rights confirmed by the Wisconsin Supreme Court.

Background:

This legislation statutorily protects your rights confirmed by the Wisconsin Supreme Court in 1961 and 2008.

Under this legislation, Wisconsin licensees are still not permitted to provide legal advice.

This statutory inclusion does not expand a real estate licensee's ability beyond the right to complete state-approved forms on behalf of consumers.

What's in play:

Proposal: A bill to codify the Wisconsin Supreme Court's 1961 ruling in *Dinger* and 2008 decision of a Wisconsin licensee's ability to complete state-approved forms on behalf of consumers in transactions. This legislation provides another layer of protection and helps keep REALTORS® at the center of the transaction.

Introduced by: Rep. Scott Allen (R-Waukesha)

Bill status:



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







WHERE REALTORS AND INVESTORS LEARN, PARTNER, AND CREATE 2809 FISH HATCHERY ROAD, FITCHBURG, WI WWW.MADISONREIA.COM









www.SuitcasesforKids.org

"Suitcases for Kids" July, 2015

RASCW is seeking new or gently used items for children in foster care in the RASCW area.

We ask that each office puts out the word and collects as many of these items as possible.

How You Can Help

Have your office collect the following items between July 1 & July 31:

- Small Suitcases*
 (carry-on or child size)
 - Duffle Bags*
 - Back Packs*
 - Hand Sanitizers
 - Deodorant
 - Toothbrushes
 - Toothpaste
- Toothbrush Holders
- * Suitcases, bags and backpacks must be new or in clean, gently used condition.

Once you have collected the items, please drop them off at: RASCW

(4801 Forest Run Road, Madison)

or

Restaino & Associates (26 Schroeder Ct, Madison)

or

contact Beth Fletcher at 608.240.2800 or beth@wisre.com to arrange for a pick up at your office.

A REALTOR® Supported Service Project

Foster care children often relocate, toting their possessions in plastic garbage bags because they cannot afford suitcases of their own. Suitcases for Kids is an international nonprofit organization that collects and distributes new and gently used suitcases, duffle bags and backpacks for these children.

In 2006 RASCW started its involvement in this campaign and to date has provided over 1596 bags to various human services organizations in Dane, Columbia, Crawford, Grant, Iowa, Lafayette and Richland Counties.

For more information, please contact Beth Fletcher at beth@wisre.com.



The Wisconsin Legislature's Joint Finance Committee included a provision in the 2015-2017 state budget that would prohibit local units of government from requiring inspections, property maintenance or the payment of related fees at the time of property sale or title transfer. These local time of sale (TOS) or code compliance ordinances are becoming more common in Wisconsin and are a major source of frustration and expense for sellers, REALTORS® and others involved in real estate transactions.

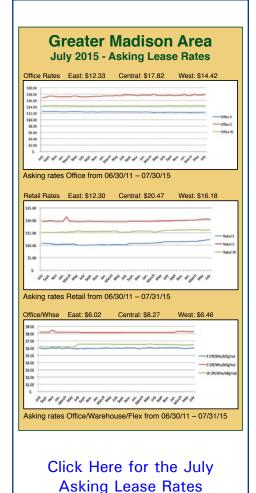
Local officials are lobbying state lawmakers right now to get this item removed from the state budget. Please help us pass this important protection for your sellers by contacting your state representatives and ask him/her to support the Time of Sale restrictions in the state budget. The legislature is scheduled to vote on the state budget later this week, so please act TODAY!

Thank you!

CLICK HERE to Take Action!

Wisconsin REALTORS® Association
4801 Forest Run Road Suite 201 Madison, WI 53704-7337
Phone: (608) 241-2047 or (800) 279-1972
General Fax: (608) 241-2901 | Email: wra@wra.org

RASCW Commercial Corner



Looking for a New Relationship this Year? Someone with local service? With no delays or surprises? Who turns your loans around fast? Www.crossplainsbank.com

Receive \$500 Off* First Mortgage Closing Costs

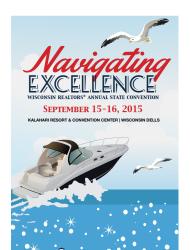
* Closing cost credit valid on construction loans and first mortgage purchase and refinance transactions that are for primary residences and second homes. Offer does not apply to lot loans, home equity loans or home equity lines of credit, or our Foundations for Families products. This offer is available for loans with applications dated from October 20, 2014 through April 1, 2015. The closing cost credit will be applied at the time of loan closing. This offer cannot be used with other State Bank of Cross Plains mortgage offers and is subject to change.

Because you deserve a good relationship



(608) 497-4640 £

Black Earth · Cross Plains · Madison · Mt. Horeb Middleton · Oregon · Verona · Waunakee



Navigating Excellence - September 15-16, 2015

WRA Annual Convention
Kalahari Resort & Convention Center, Wisconsin Dells
www.wra.org/convention

Free Registration

The WRA will offer one "Free" convention registration for a RASCW Member

Free Registration Criteria

- 1. Registration is not transferable.
- 2. Recipient must be a RASCW member in good standing.
- 3. Recipient may not be a RASCW Director or Officer.
- 4. Deadline for submission: August 24, 2015
- 5. Recipient may add ticketed items at his or her own cost.

Simply mail, fax or e-mail your name, company name and telephone number to: "Free Registration" Attn: Patricia, 4801 Forest Run Road, Suite 101, Madison, WI 53704 • Fax to 608.240.2801 • e-mail pborman@wisre.com.



REALTOR® Safety - Safety Tips to Share With Sellers

The National Association of REALTORS® and RASCW work hard to keep your safety foremost in everyone's minds. But what about your clients? They, too, face some dangers in allowing strangers into their homes or visiting other people's properties.

Share this valuable advice with everyone, and you'll help them learn to protect themselves against crime:

- Remind your clients that strangers will be walking through their home during showings or open houses. Tell them to hide any valuables in a safe place. For security's sake, remember to remove keys, credit cards, jewelry, and other valuables from the home or lock them away during showings. Also remove prescription drugs.
- Don't leave personal information like mail or bills out in the open where anyone can see it. Be sure to lock down your computer and lock up your laptop and any other expensive, easy-to-pocket electronics, like iPads, before your showing.
- Tell your clients not to show their home by themselves. Alert them that not all agents, buyers and sellers are who they say they are. Predators come in all shapes and sizes. We tell our children not to talk to strangers. Tell your sellers not to talk to other agents or buyers, and to refer all inquiries to you.
- Instruct your clients that they are responsible for their pets. If possible, animals should be removed during showings. Make clients aware that buyers and agents are sometimes attacked, and the owner will be held liable.
- At an open house, be alert to the pattern of visitors' arrivals, especially near the end of showing hours. In some areas, a group of thieves will show up together near the end of the open house and, while a string of "potential buyers" distracts the agent, the rest of the group walks through the house, stealing any valuables they come across.
- Finally, when you leave a client's property, whether after an open house or a standard showing, make sure that all doors and windows are locked. Thieves commonly use open houses to scout for valuables and possible points of entry, then return after the agent leaves.
- Let your clients know that you will take all of the above safety precautions, but that when they return home, they should immediately verify that all doors are locked and all valuables accounted for.

Source: NAR REALTOR® Safety Resources Kit (www.REALTOR.org/Safety)





TWO MEN AND A TRUCK® Madison would like to thank all who participated in the Movers for Moms campaign. More than 14,100 items were donated to the YWCA of Madison and Rock County during the campaign. Thank you for your support!

Calendar: July 15 - August 15

Wednesday, July 15

Ghoulish Gallop Committee 8:30 am – First Weber, Fitchburg

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

Thursday, July 16
RASCW Housing Foundation
8:30 am - Egg & I

Thursday, July 23

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

Tailgate/Fundraiser on Behalf of Movin'Out 5:00 pm – Mallards Game/Duck Pond

Wednesday, August 5

Membership Networking Committee 9:00 am - Preferred Title

Thursday, August 6

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

SW Membership Networking Committee 9:30 am – Livingston Bank, Platteville

Friday, August 7

MLS Committee

9:00 am - RASCW/SCWMLS Conference Room

Wednesday, August 12

Bocce Ball Tournament

1:00 pm - The East Side Club of Madison

Thursday, August 13

New Member Orientation 10:00 am – WRA Education Center

Professional Development Committee 9:00 am - RASCW/SCWMLS Conference Room

CLICK HERE RASCW EVENT CALENDAR

Updated 6/09/2015

CLICK HERE

COMMITTEE DESCRIPTIONS

COMMITTEE SELECTIONS

Join a RASCW committee today!

CLICK HERE

REGISTER FOR PARAGON™ TRAINING

on-site classes & webinar based



10K & 5K Run/Walk

To Benefit:



RASCW Ghoulish Gallop & Irv Stein Memorial Walk Saturday, October 17th • McKee Farms Park, Fitchburg

Please consider <u>SPONSORING</u> or <u>REGISTERING</u> for this event and help us provide down payment assistance loans throughout South Central & Southwest Wisconsin.

Visit our <u>WEBSITE</u> or follow us on <u>FACEBOOK!</u>





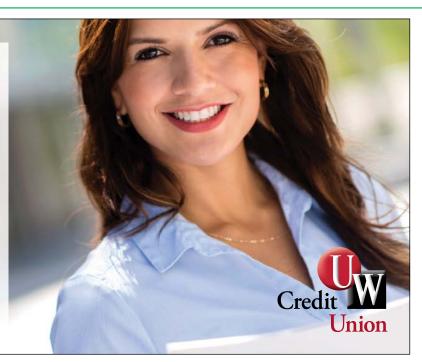


We're ready for RESPA-TILA changes – are you?

These new guidelines require clients to receive their Closing Disclosures a minimum of three business days prior to closing. It's important to know that there cannot be any last minute changes or it will delay closing dates. Rest assured that our experienced team of home loan professionals is prepared for the changes.

Call us at 800.533.6773, ext. 2810, or visit uwcu.org today.





MEMBERSHIP UPDATE

NEW MEMBERS

Tanya Benson

Century 21 Affiliated

Jerry Bentz

American, REALTORS®

Desiree Delmore

Net More Realty

Nikki Grande

Century 21 Affiliated

Paul Griffin

Stark Company, REALTORS®

Kevin Grinvalsky Dwellhop, LLC

Stanford Harrison

Keller Williams Realty

Heather Hayes

Stark Company, REALTORS®

Allyson Holler

Keller Williams Realty

Robin Kaltenberg

Accent Management

Judy Klingbeil

Blue Line Designs Realty, LLC

Daniela Lord

Blue Line Designs Realty, LLC

Jav Lucas

Alliance Realty Center, LLC

Jonathan Mamat

Thank you to Kellie Unke, Vanessa Flores, Greg Hull, Flo Roth, Bonnie Dixon, Robert Procter and Scott Walker for sharing their knowledge and

time as June Orientation Instructors. You did an excellent job!

Century 21 Affiliated

Sean Matthews

Keller Williams Realty

Donna Matti

Chudnow Druck Valuation, Inc.

Fue Moua

Century 21 Affiliated

Brett Oesterle

Coldwell Banker Success

Lisa Olmsted

Restaino & Associates

Matt Paske

The Paske Group, LLC

Dan Schimelfenyg

Stark Company, REALTORS®

Luke Showen

RE/Max Connections

Josh Stearns

Universal Realty Team

Christian Steele

Century 21 Complete Service Realty

Cheryl Weaver

Nth Degree Real Estate

Josh Whitford

JJ Appraisal Services LLC

Chad Wiedmeyer

Stark Company, REALTORS®

AFFILIATE

Sara Whitley

AnchorBank

Congratulations to the 38 new Members who completed Orientation in June sponsored by Jenny Persha and AmeriSpec Home Inspection Service.

Membership Transfers

NAME

Susan Davies Bon DeRemer

Linda Weis Jacobson Jessie Johnson

Maggie Juris John Nicksic

Gary Sonnenburg Scott West

FROM

Century 21 Affiliated Century 21 Affiliated MadisonFlatFeeHomes.com

JNJ Appraisal

Century 21 Affiliated Roessler

J. Wheeler Group

Stark Company, REALTORS®

RE/Max Preferred

TO

Restaino & Associates Restaino & Associates Madison Realty Group

Chudnow Druck Valuation, Inc.

Keller Williams Realty Lake & City Homes Realty

RE/Max Preferred First Weber Group Inc

NEW OFFICES

Blue Line Designs Realty, LLC Madison, WI

The Paske Group, LLC Sun Prairie, WI

JJ Appraisal Services LLC Cross Plains, WI

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 • When: Tuesday, August 11 & 18 • 6:00 pm-9:30 pm Space is limited. To register, please call Michelle at Project Home 608-246-3737 Ext.2000 or email MichelleK@ProjectHomeWl.org.



Let us finance a home your clients will be proud to call their own.

Whether it's a new home or a refinance, talk to one of our mortgage lenders to make Great Things Happen!™



608.203.1200 | WisconsinBankandTrust.com

