



# RASCW

REALTORS<sup>®</sup> ASSOCIATION OF SOUTH CENTRAL WISCONSIN



February 2019

V o l u m e 2 4 • N u m b e r 2

## MARK YOUR CALENDAR

**RASCW Euchre Tournament**  
Wednesday, February 20  
[Click here for details.](#)

**Safety First!**  
Tuesday, February 26  
[Click here for details.](#)

**Wisconsin Real Estate**  
Thursday, March 14  
[Click here for details.](#)

**Be a Hero**  
Thursday, March 21  
[See page 4 for details.](#)

[CLICK HERE](#)  
FULL EVENT CALENDAR

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Membership Update

## 2019 RASCW EUCHRE TOURNAMENT

[CLICK HERE FOR REGISTRATION DETAILS](#)

RASCW Member Event Hosted by the Membership Networking Committee

**WHEN: FEBRUARY 20, 2019 2PM - 5PM**  
**WHERE: THE BRIDGES GOLF COURSE**

## SAFETY FIRST!

*Protecting Yourself in the Physical and Cyber World*

**FREE Training to Help You Plan and Prepare**

*Co-sponsors REALTORS<sup>®</sup> Association of South Central Wisconsin and WMBA Madison Chapter*

**Tuesday, February 26, 2019**

Program 1:30-4:30 p.m. • Networking 4:30-6:00 p.m.  
Complimentary Snacks and Cash Bar



**RASCW**  
REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN

**Bridges Golf Course**  
2702 Shopko Drive, Madison



**WMBA**  
WISCONSIN MORTGAGE BANKERS ASSOCIATION  
Madison Chapter

[CLICK HERE FOR REGISTRATION DETAILS](#)

## Wisconsin Real Estate: What Does the Future Hold?



**Thursday, March 14, 2019**  
8:00-9:00 a.m. - Registration & Breakfast  
9:00-11:00 a.m. - Program

**Harley Davidson Banquet Room**  
6200 Millpond Road, Madison

**Cost: \$25**  
Includes Continental Breakfast

[CLICK HERE FOR REGISTRATION DETAILS](#)

CO-SPONSORS



**RASCW**  
REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN



**Women's Council of  
REALTORS**  
Madison Metro



# REALTOR<sup>®</sup> REVIEW

A REALTORS<sup>®</sup> Association of  
South Central Wisconsin  
Publication

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## EDITORIAL STAFF

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The purpose of the REALTOR Review is to inform its Members of events, issues and accomplishments pertaining to the REALTORS<sup>®</sup> 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<sup>®</sup> Word programs are also welcome.

[www.rascw.org](http://www.rascw.org)



## President's Message: Scott Walker

We seem to have made it out of the polar vortex and I have it on good authority from the prognosticator of prognosticators (and almost as accurate as Tony Romo) Punxsutawney Phil that spring is just around the corner. For some of you the leads have already started trickling in, while for others of us there is a little battle with cabin fever as we await the thaw to extend to our business as well.

At times like this we can all use a little nudge to do those things we know we should be doing. For example, if you haven't already done so you should be setting goals for your business in 2019 and work out the strategies that will get you there. There are many ways the REALTORS<sup>®</sup> Association can help with this. One thing to consider is pursuing one of the many designations offered through the WRA like ABR, CCIM, CRS or GREEN just to name a few. Go to [www.WRA.org](http://www.WRA.org) to see details of how to get started.

As I will continue to remind you, RASCW also provides many opportunities to brush up your skills and increase your knowledge. By the time this message reaches you we will have just put on the *Life Cycle of a Listing Lunch & Learn*. Up next is [Safety First! Protecting Yourself in the Physical and Cyber World](#), to be held February 26, 1:30 – 4:30 pm at the Bridges Golf Course co-sponsored with the WMBC Madison Chapter. These very relevant topics promise to be engaging and informative. Josalyn Longley, Dane County Deputy, will be speaking about *Preparedness for an Active Shooter and Violence within the Community*. Rick Corey, RASCW Membership Engagement Director, along with Jason and Brenda Hortsman, owners of [Horstman Networks](#), will be talking about *Protecting Yourself and Your Business in the Digital World*. And don't forget to treat yourself to some networking, complimentary snacks and a cash bar afterwards.

RASCW is also co-sponsoring a program with WCR Madison Metro on March 14, 8:00-11:00 a.m. – [Wisconsin Real Estate: What Does the Future Hold?](#) This program features two industry leaders - Mark Eppli, Director of the James A. Graaskamp Center for Real Estate, UW – Madison; and, Cori Lamont, Director of Corporate and Regulatory Affairs, WRA.

Along those same lines, I hasten to add that the [2019 RASCW Euchre Tournament](#) is scheduled for February 20, 2:00 – 5:00 pm, also at the Bridges Golf Course. Seating is limited so sign up today! And do I need to say it? Complimentary snacks and cash bar!

Lastly, I would suggest reaching out to your sphere of influence. Most people are facing similar challenges at this time of year. One thing to consider is sponsoring a fun event, like a movie night, for your past clients and friends. Everyone deserves to treat themselves to a bit of fun to ward off those seasonal blues.

## CLOSE FASTER

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Madison Metro

Watch for information on our  
RASCW Co-Sponsored event  
March 14th — Mark your calendars!

## www.WCRmadison.com

Join us on February 28th for a 70's LIP SYNC BATTLE &  
KARAOKE PARTY!!  
The party starts at 5:30 pm  
New location: Breakwater in Monona



It's time to lobby! The WRA's annual lobbying event, REALTOR® & Government Day, is your chance to shape the laws that affect you and your real estate business in Wisconsin.

The event includes an issue briefing where you'll learn about pending laws and how they impact real estate. Next, you'll move to the Capitol for lawmaker visits. You'll have the unique opportunity to meet in person with your state lawmakers to lobby for or against these laws.

This is your chance to advocate for issues that impact the real estate industry, homeownership and property rights in Wisconsin. Your voice will be heard, and a better Wisconsin real estate market will follow.

2019 tentative event schedule

- 12:30 - 1:00 p.m. Registration
- 1:00 - 1:15 p.m. Welcome and Overview
- 1:15 - 1:45 p.m. Address by Gov. Tony Evers (invited)
- 1:45 - 2:45 p.m. Issue Briefing
- 2:45 - 4:30 p.m. Capitol visits
- 4:30 - 5:30 p.m. Reception (Madison Concourse)

Registration

This event is free for WRA members with advanced registration. Registration at the door is \$25/person for WRA members and nonmembers.

To register: [www.wra.org/RGdayRegistration/](http://www.wra.org/RGdayRegistration/)

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## MLS NEWS

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

Monthly Statistical Reports  
[Click Here](#)

**New Supra eKEY app**

Supra is incrementally releasing a new eKEY app this quarter. You will know you have received the update, as your eKEY icon will change. Besides a more user friendly design, the new app will allow access to showing data for boxes you have assigned, and include access to some MLS listing data when opening a box. In addition, an option has been added to set a safety alert. [Click here](#) for more detailed information.

Even though the release notes from Supra indicate you will not need an authorization code, we have had reports that some have needed one. If you are prompted for an authorization code: Call the MLS office (608-240-2800 option 3) OR Call Supra Tech Support (877-699-6787) OR Logon to SupraWEB (desktop) if you have that set up to generate your own Code. Also, you must have location services turned on.

**Easy Access to Integrations via Listing Maintain**

The ability to assign and unassign keyboxes to listings is easily accessible via Paragon™. Within Listings - Maintain - Select an Action, there is a link titled Supra Lockbox. Click the Assign link in the upper left corner and enter the keybox serial number and shackle code. Other than being a good way to keep track of where keyboxes are, once you assign a keybox to a listing, you will see the MLS number and address on Supra reports and notifications instead of the keybox serial number.

Quick links to add information for ShowingTime, share to Facebook, and share to Twitter can also be found within this same Integrations section under maintain listing.

**Updated Resources**

[Click here](#) for updated 2018 Tax/Mill Rates.  
[Click here](#) for a copy of the 2019 Gregorian Calendar.

**Associated Documents - Make Sure Public Docs are Marked Public**

When adding an associated document to a listing in Paragon™, your document will be automatically set as a private document unless you select the Public check box. Public associated documents are available for the public via e-mailed listing links sent to clients. Private documents are not included when listings are emailed from Paragon™, but SCWMLS members have access to them via the Documents link on a listing.

We do not send private documents to other MLSs as some other MLSs do not distinguish between public and private, and include all documents with e-mailed listing links to the public. Please make sure to mark your public type documents (i.e. condition reports) as public so agents in other MLSs have access to them.





Use of Smart Phone Safety Apps: Forty-seven percent of members use a smart phone safety app to track whereabouts and alert colleagues in case of an emergency, up from 44 percent in 2017. The most commonly used apps listed are similar to 2017, with the exception of Life360:

- Find My iPhone feature 30%
- GPS Phone Track for Android 6%
- HomeSnap Pro 3%
- Life360 2%
- SentiSmart™ 2%

Other less commonly used apps mentioned: See Something Send Something, Guard Llama, Agents Armor, Wearsafe, People Smart, React Mobile, Safe Fi, Trust Stamp, Bmonitored, CurbCall, bSafe, Find My Friends, Google location sharing, and Real Safe Agent.

As a safety precaution, many members listed notifying a spouse, friend or family member of their location before showing a home. Females are more likely to use apps or a safety notification procedure at 56 percent compared to 35 percent for males.

## BE A HERO, HELP YOUR BUYERS WITH DOWN PAYMENT ASSISTANCE!

Join us for FREE training on  
Down Payment Assistance and  
How to Write the Offer to Purchase for them.

**Thursday, March 21<sup>st</sup>, 2019**  
**8:30 am Registration & Networking; Session 9 am-11 am**

**WRA Education Center**  
**(4801 Forest Run Road, Madison, WI)**

Help your buyers with their down payment. This session will allow you to be more confident when discussing options with your buyers. You will learn directly from industry professionals about housing updates and gain tips to help you with your business on programs such as:

**Home-Buy The American Dream**

**Movin' Out**

**Momentum**

**Down Payment Plus**

**WHEDA Easy Close Advantage**

**Home Start**

Free  
Training

Free  
Training

Email [registrations@wisre.com](mailto:registrations@wisre.com) to register.

Co-Sponsored by: RASCW and Home Buyers Round Table

### In Memoriam

Our condolences to the family and friends of **Dan W. Berry** of Ripon, WI. Dan was a member of the RASCW Green Lake County-Ripon Area Chapter as an appraiser. Memorials may be made to Peace Evangelical Church in Green Lake, WI or the Green Lake Willis-Chapel Legion Post #306, Green Lake, WI.

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\*Closing cost credit available on construction loans and first mortgage purchase and refinance transactions that are for primary residences and second homes. This offer is not available when refinancing a State Bank of Cross Plains Construction loan to permanent financing. This offer is also not available for loans secured by a second lien, home equity lines of credit, VA, FHA or USDA loans. This offer is available for loans with applications dated from January 1, 2018 through December 31, 2018. The closing cost credit will be applied at the time of loan closing. This is not valid with any other mortgage offers and is subject to change.



## UPCOMING EVENTS

Watch for details coming on Social Media and Emails/Etc

### February:

Wednesday, February 20th • 2 pm - 5 pm  
[Euchre Tournament at Bridges Golf Course](#)

### April:

Thursday, April 11th • 2 pm - 5 pm  
[Bags Tournament](#) at The East Side Club

### May:

Wednesday, May 8th  
Brewer Game at Miller Park

### July:

Wednesday, July 17th  
Cindy Strange Golf Outing at  
University Ridge Golf Course

### August:

Bocce Ball and Backpacks

### October:

Wednesday, October 16th  
Trivia Extravaganza at Vintage Brewing

### December:

Monday, December 9th  
Holiday Party/Toys for Tots at Beacon Lounge

## GREEN LAKE COUNTY-RIPON CHAPTER EVENT

Wednesday, April 10th • 11:30 am – 1:00 pm  
Program: Cyber Security  
Rick Corey, RASCW Director of Membership Engagement  
Christiano's Pizza, Green Lake  
*Registration Details Coming Soon*

## Upcoming Professional Development Offerings

Mark Your Calendars and Watch for Registration Details!

### Safety First! Protecting Yourself in the Physical and Cyber World

Tuesday, February 26, 2019, 1:30-4:30 pm  
Networking, 4:30-6:00 pm, Snacks and Cash Bar  
Bridges Golf Course, Madison

[Click Here for Full Details](#)  
[Including Registration Information](#)

### Wisconsin Real Estate: What Does the Future Hold?

Thursday, March 14, 2019, 8:00-11:00 am,  
Includes Breakfast

Harley Davidson Banquet Room, Madison

[Click Here for Full Details](#)  
[Including Registration Information](#)

### Lunch & Learn:

### New Dane County Zoning Ordinances

Wednesday, April 3, 2019, 11:45 am -1:00 pm  
WRA Education Center, 4810 Forest Run Road, Madison

### Presenters:

Majid Allan, Senior Planner, Dane County  
Robert Procter, Axley Brynelson,  
South Central Wisconsin Government Affairs Director

### New Construction Panel

Wednesday, April 17, 2019, 9:00-11:00 a.m.  
WRA Education Center, 4801 Forest Run Road, Madison

A panel of local experts to include builders, an appraiser  
and a lender will help you navigate the building process.

let's **TALK MORTGAGES.**

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**As the World Turns: RPR Commercial Keeps Getting Better**

2018 was mixed with messages and milestones of all sizes. RPR is no stranger to this trend of piquing interest for a variety of reasons. In fact, here's a list of the 2018 enhancements that grabbed commercial member's attention throughout the year:

Custom Trade Area Reports

We started the year with some subtle tweaks to the labeling of the custom areas. But we ended it with a bang, making huge improvements by giving you the opportunity to create reports that show trade area data for a 3, 5, and 10 min drive time, and a 1, 3, and 5 mile radius around your subject property.

New Datasets for Attribute Site Selection

In addition to the refresh of the more than 900 demographic and economic attributes, you have the ability to glean market intelligence using new attributes that include daytime population, loan debt (education, credit card and vehicle), online spending and more.

Traffic Counts in Reports

In the past, traffic flow around a property was strictly a feature within the RPR maps. Now you can print a property or trade area report, and like magic, the nearest counts appear beautifully within your presentation.

Land Development BOTE's

BOTE's, or back of the envelope analysis tools, were introduced in 2017 for multifamily use. In 2018, the team at Valuate® added calculators for condominiums, office and industrial developments. This tool can now help developers analyze three fourths of the major commercial property product types with more to come!

Next Level Analysis for Multifamily

The largest improvement the team at Valuate® made was expanding the capabilities when doing a multifamily analysis. With one giant release, users were to provide unit-by-unit rent roll detail for apartment properties, and analyze the renovation of units and raising of rents, along with a refinancing analysis after the property's rents are re-stabilized at the higher rates.

Persistent Display of Returns

Few things are more annoying than making a change to something and then having to scroll to the top or bottom of a screen to see the affect. Maybe this isn't on the top of your annoyance list, but it does bother plenty of users. Now when you change an assumption affecting your investment in Valuate®, you will see the affect instantly on a levered and unlevered basis.

RPR Mobile

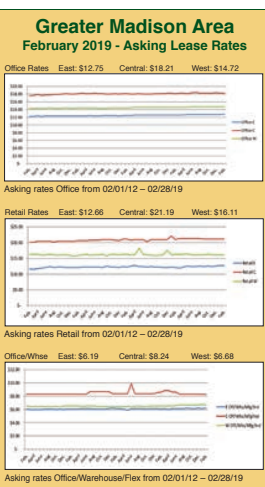
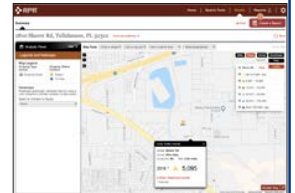
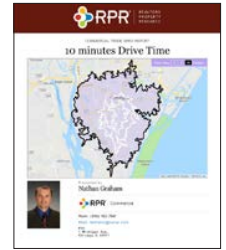
Mobile added a bunch of general improvements, from making it easier to toggle from residential to commercial mode to improved maps functionality. However, the biggest thing for commercial users was incorporating tenant data. Now when you are looking at a commercial property, you can create a tenant report for any property when tenant information is available.

All this with Improved Performance

With each release we conduct performance improvements to ensure the site does not slow down as we add new enhancements. On commercial you may have noticed improved run times when doing a market analysis on large geographic areas, with fewer timeouts as well. Our team also squares bugs in each release that can range from data corrections or recalculations, to malfunctioning UI features.

Looking Ahead

Your feedback is key! We will be reaching out for your thoughts on RPR website improvements. Our goal is to create a closer relationship between your evolving needs and enhancements that quickly supply you with the right solution. The name of the game is help us, help you! We're continuing our mission of collaborate and listen, as we aim to add many more improvements and updates in 2019.



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Asking  
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## Calendar: February 15 - March 15

Friday, February 15

Commercial Services Committee  
8:30 am – Oakbrook Corporation

Paragon™ Basic

9:00 am – SCWMLS Training Room

Wednesday, February 20

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

RASCW Euchre Tournament

1:30 pm – Bridges Golf Course

Thursday, February 21

New Member Orientation  
8:30 am – WRA Education Center

Tuesday, February 26

Safety First! Program with WMBA  
1:30 pm – Bridges Golf Course

Thursday, February 28

RASCW Board of Directors and Committee Chairs  
8:30 am – Holiday Inn – American Center

Friday, March 1

MLS Committee  
8:30 am – RASCW/SCWMLS Conference Room

Wednesday, March 6

Membership Networking Committee  
9:00 am – Preferred Title

Professional Development Committee  
10:00 am – Preferred Title

Thursday, March 7

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

Wednesday, March 13

Green Lake County-Ripon Area Chapter Committee  
9:00 am – Guaranty Title, Green Lake

Thursday, March 14

New Member Orientation  
10:00 am – WRA Education Center

[CLICK HERE](#)

**RASCW EVENT  
CALENDAR**

*is on our website!*

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS  
COMMITTEE SELECTIONS**

*Join a RASCW committee today!*

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## Sign Ordinances and REALTORS® - Things You Should Know

There is an old rock-and-roll song that started “Signs, Signs, Everywhere Signs” – and the song was right. Almost everywhere we go there are signs. They can educate us and direct us. Some are clever and even aesthetic. Some are just plain ugly and annoying. They can be distracting and even dangerous. But no matter how you view them, they are part of the landscape.

Almost all communities regulate signage. Ordinances determine where signs can be placed and where they cannot. They determine the allowable sizes, height from the ground, the number of signs allowed on one property, what materials they can be made of and how they are placed in the ground or affixed to buildings. Ordinances even determine how much of a window can be obscured by signs and advertisements.

Statewide, signs are not allowed in public right-of-way. This primarily relates to road right-of-way, but we have seen signs placed in parks and other public places. This prohibition is especially enforced when the signs appear permanent, when they block the view of pedestrians and drivers, and when they are placed in the median of boulevards.

You may say that you see many signs in the right-of-way for garage sales, rental signs, campaign signs, offers of business opportunities or for contractors working on a house. Of course, you will also be familiar with OPEN HOUSE signs which are an important tool for our Members.

In most communities, it is understood that OPEN HOUSE signs are important marketing tools as well as information tools to get people to their destination – BUT - there is also an expectation that such signs will be placed right before an event and removed immediately after, and that such signs will be temporary. Most REALTORS® are very good about policing themselves. However, officials will respond to complaints of abuse.

Other factors to be aware of include:

- In many instances, only one real estate sign is allowed per property.
- Real estate signs can only be placed on properties in which there is a unit for sale or rent.
- There is an expectation that real estate signs will be kept in good condition and will be reasonable as to subject and style.

Real estate signs serve important purposes, including creating nondiscriminatory access to housing, by inviting all potential consumers regardless of social or economic status. Please make certain your signs are properly located and in compliance with local ordinances.



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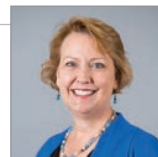
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Member FDIC

5515 Monona Drive, Monona, WI 53716

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*The REALTORS® Association of South Central Wisconsin Housing Foundation – building a foundation for affordable housing in South Central Wisconsin.*



**Please Support Your RASCW 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.

[Click here for more information.](#)



**Continuing Education 2019-20:**



**It's Never Too Early to Start. Only 670 Days to Renewal**  
By partnering with the Wisconsin REALTORS® Association RASCW is 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 six mandatory courses:

**Mandatory Courses**

- Course 1 – Wisconsin Listing Contracts
- Course 2 – Wisconsin Offers to Purchase
- Course 3 – Wisconsin New Developments
- Course 4 – Wisconsin Real Estate Ethics and Consumer Protection
- Course 5 – Wisconsin Real Estate Law and Practice
- Course 6 – Wisconsin Real Estate Transactions

**Upcoming Live Classes in Madison**

- March 7 Course 1 8:30 am
- March 7 Course 2 1:00 pm

[To register for live, online and self-study courses, please click here.](#)

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**Call Today To Save On Your New Home!**

## Habitat ReStore's Contractor Support Services

The Habitat ReStore now offers new services exclusively for contractors, subcontractors, tradespersons and service professionals, such as REALTORS®. It knows you have little time to make donations and little space to store them. Call the Habitat ReStore to schedule a pick-up or drop-off and take advantage of:

- 48 Hour Pick-Up Guarantee: Habitat will send a truck within 48 hours of your call - guaranteed!
- Hassle-Free Drop-Offs: Stop by during the ReStore's open hours and it will accept all of your donations.
- On-Site Removal Experts: Habitat has a skilled team that can travel to your location and assist with removing cabinetry, vanities, doors or lighting.

With Habitat ReStore, your donations get a second life and help fund decent, affordable homes in Dane County. Plus you can lower your waste removal costs and receive a receipt for your tax donation.

Habitat for Humanity ReStore

4201 Monona Drive

5906 Odana Road

608-661-2813 ext 7

[habitatdane.org/restore/contractors](http://habitatdane.org/restore/contractors)



### Every Vote Counts: Pledge to Vote

Make certain your voice is heard:  
Pledge to Vote in this year's elections!

To find your polling place or to assist others in registering to vote, please go to the MyVoteWisconsin website:

[myvote.wi.gov](http://myvote.wi.gov)

## Buy a Home

# UNLOCK YOUR FUTURE

Buying a home is more than a transaction, it's an investment in your future. The purchase of a home can be a catalyst to accomplishing everything you want in life.

Across generations, the leading factor for purchasing a home was a desire to own a place of their own.<sup>1</sup> Homeownership is powerful; owning a home allows you to live the life you've always dreamed of.

For decades, home prices have appreciated annually at average rates of about 3% to 4%.<sup>4</sup> Investing in a home builds a safety net for you to explore new opportunities and take bold risks.

**HOMEOWNERSHIP**

- Host friends on your rooftop space
- Plan for a growing family
- Walk to work
- Earn a master's degree from your living room
- Give back to charities
- Spend your weekends at the beach
- Retire early
- Fill up your passport

**Homeowners' net worth is 4x greater than renters.<sup>2</sup>**  
Build equity and long-term wealth through your home so you have the financial freedom to invest in all areas of your life.

**On average, rent prices increase 4% annually and in some metropolitan areas it can rise as high as 25%.<sup>3</sup>** The stability of a mortgage allows homeowners to plan and save for future adventures.

**SOURCES**

1. National Association of REALTORS® Home Buyer and Generational Trends 2018: <https://www.nar.realtor/research-and-statistics/research-reports/home-buyer-and-seller-generational-trends>

2. Realtor.com, Appreciation Sensation: The Real Factors That Boost Your Home's Bottom Line <https://www.realtor.com/news/news/real-estate/which-kind-of-home-appreciate-dated/>

3. Federal Reserve Bulletin Changes in U.S. Family Finances from 2013 to 2016: Evidence from the Survey of Consumer Finances: <https://www.federalreserve.gov/publications/20170317.pdf>

4. National Association of REALTORS® Aging Home Buyers Report: <https://www.nar.realtor/research-and-statistics/research-reports/aging-home-buyers-profile>



*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.*

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# MEMBERSHIP UPDATE

## NEW MEMBERS

**Brogan Baker**  
Stark Company, REALTORS®

**Andreana Baldeh**  
eXp Realty, LLC

**Gabby Curtis**  
Bunbury & Associates, REALTORS®

**Garrett Davis**  
Synergy Real Estate Group

**Susan Day**  
First Weber Inc

**Reese Fisher**  
Accord Realty

**Cindy Griesbach**  
First Weber Inc

**Brandon Grosskopf**  
Century 21 Affiliated

**Jennifer Knupp**  
eXp Realty, LLC

**Kimberly Lane**  
Elite Real Estate

**Paul Mittelstaedt**  
Century 21 Properties Unlimited

**Shobha Palmer**  
eXp Realty, LLC

**Dale Payne**  
Right on Target Real Estate, LLC

**Jennifer Peterson**  
Turning Point Realty

**Brent Quade**  
Sprinkman Real Estate

**Sara Riel**  
My Property Shoppe LLC

**Jack Rusch**  
Greater Wisconsin Appraisal Service

**Trent Scanlon**  
Preferred Realty Group

**Dan Schliesmann**  
RE/MAX Preferred

**Eric Sluga**  
First Weber Inc

**Frankie Spencer**  
eXp Realty, LLC

**Alan Steinhauer**  
Bunbury & Associates, REALTORS®

**Colton Stocker**  
Keys 4 Real Estate

**Ramon Vidrio**  
Century 21 Affiliated

**Renee Zenger**  
Badger Realty Team

### AFFILIATES

**Christine Sperry**  
UB&T- Financial Services

## MEMBERSHIP TRANSFERS

NAME	FROM	TO
Sid Boersma	Century 21 Affiliated	Coldwell Banker Success
Ann Corneille	Coldwell Banker Success	Dwellhop, LLC
Jack Dail	Century 21 Affiliated	Stark Company, REALTORS®
Tania Gross	Century 21 Affiliated	eXp Realty, LLC
Cheryl Hauser	Madison Realty Group	eXp Realty, LLC
Carrie Heffron	MadisonFlatFeeHomes.com	Bunbury & Associates, REALTORS®
Sue Hurd	Bunbury & Associates, REALTORS®	Hurd Real Estate Services
Jim Jerg	Tim O'Brien Homes Inc	eXp Realty, LLC
Kelly Longseth	First Weber Inc	Accord Realty
Jennifer Lutzke	Century 21 Affiliated	Realty Executives Capital City
Rose Mansavage	eXp Realty, LLC	Realty Executives Cooper Spransy
Courtney Miller	eXp Realty, LLC	Badger Realty Team
Clint Otto	Wisconsin Dells Realty	eXp Realty, LLC
Marilyn Reardon	Tim O'Brien Homes Inc	Stark Company, REALTORS®
Ken Seifert	RE/MAX Preferred	Realty Executives Capital City
Deb Sherven	First Weber Inc	Century 21 Advantage
Linda Thede	Century 21 Affiliated	Monarch Consulting, LLC
Todd Thiermann	Keller Williams Realty	Rock Realty
Jake Zimmermann	Great Day Real Estate	Century 21 Affiliated

Congratulations to the 35 new Members who completed Orientation in January sponsored by Ann Becker and Waunakee Community Bank.

Thank you to Bonnie Dixon, Scott Walker, Nancy K. Smith, Rick Corey, Laura Stanfield, Shelley Reynolds and Tiffany Tobias for imparting their wisdom and time as January Orientation Instructors.

You did an excellent job!

## NEW OFFICES

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