

REALTOR® REVIEW



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



September 2019

V o l u m e 24 • N u m b e r 9

MARK YOUR CALENDAR

RPAC Silent & Live Auction
Thursday, October 3, 2019

[Click here to register.](#)
Password: RPAC

Trivia Extravaganza
Wednesday, October 16, 2019

[Click here for details.](#)

**Bagels & Banter
Online Security Tips**
Wednesday, October 23, 2019
[See page 1 for details.](#)

Annual Membership Meeting
Thursday, November 21, 2019
[See page 5 for details.](#)

[CLICK HERE](#)
FULL EVENT CALENDAR

IN THIS ISSUE

- Page 2**
President's Message: Scott Walker
- Page 3**
Tech Helpline
MLS News
- Page 4**
September is REALTOR® Safety Month
REALTOR® Safety - Safety Alert on your eKEY
- Page 5**
Upcoming Events
- Page 6**
RASCW Commercial Corner - RPR
- Page 7**
Calendar: September 15 - October 15
- Page 8**
Just Like Grandma's House
- Page 9**
Trivia Extravaganza
- Page 10**
Continuing Education 2019-20
Center for REALTOR® Financial Wellness
New Senior and Elder Members
Home Buyer Classes
- Page 11**
Bocce Ball Tournament - Huge Bag of Success!
Congratulations to Julia Bolte
Cindy Strange "Pay It Forward" Award
- Page 12**
Membership Update



For the past 20 years, the National Association of REALTORS® has annually honored 10 REALTORS® who make the world a better place through volunteering. Rosemary Dutter is one of the honorees for 2019. We are extraordinarily proud that she is one of RASCW's tremendous members. And we are extraordinarily proud to share her story.

(See page 8 for the full story.)



Featured Topics

- Password Management Tools
- Email Disclaimers
- Recognizing Scams
- Virus Software

Bagels & Banter

Offered by the RASCW Professional Development Committee

Online Security Tips

Wednesday, October 23, 2019, 9:00-10:15 a.m.
WRA Education Center, 4801 Forest Run Road, Madison

Rick Corey, Membership Engagement Director, will provide Online Security Tips at our first Bagels & Banter session. All devices are vulnerable to the threats lurking around online. There are things you can and should do to protect yourself and your business.

This is a free program for RASCW Members, but you must sign up in advance.
Space is limited!

Registrations will be taken through Monday, October 21 or until full.

Please email registrations@wisre.com to reserve your seat.

RASCW GOVERNMENT AFFAIRS

SILENT & LIVE AUCTION

Thursday, October 3rd, 2019

PARK HOTEL
22 S. CARROLL ST.
MADISON, WI 53703

DOORS: 5:00PM
*Silent auction closes and live
auction begins at 6:30PM*

- Democratic Party
- Republican Party
- Realtor® Party



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PASSWORD: RPAC

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

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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: Scott Walker



Here we are – approaching the end of another summer. Labor Day weekend has come and gone. The kids are going back to school. Fall and the changing colors are arriving soon.

Hopefully by the time you read this you've attended the WRA Convention. Once again the program provided numerous options of exhibitors and workshops, continuing education, keynote speakers and an opportunity to network with colleagues from throughout our great state.

Looking forward, next month on October 3rd is the annual [RPAC Live and Silent Auction](#) at the Park Hotel beginning at 5:00 pm. The 2019 [Trivia Extravaganza](#) will take place October 16th at the Vintage Brewing Company with a new starting time of 1:00 pm. A new program – Bagels & Banter – is October 23 at 9:00 am in the WRA Education Center. Rick Corey, RASCW Membership Engagement Director, will provide Online Security Tips to protect you in your business and at home. You can register via the links here in the newsletter for these fun and worthwhile events.

November 21st will bring our Annual Meeting, which is a breakfast meeting at the Sheraton Madison Hotel. I encourage everyone to come to this meeting to learn about the current state of our Association and of our SCWMLS. Our guest speaker will be WRA President and CEO Mike Theo. Especially come if you are at a milestone year in the Association, as this is when the years of service pins are awarded: 5, 10, 15 years, etc. We will also recognize our 2019 REALTOR® Emeritus recipients.

It won't be long before it's time for our Holiday Parties. One date is already set – December 9th at the Beacon Lounge in Madison. This is our annual Toys for Tots celebration. Watch the REALTOR® Review and our social media platforms for additional dates for the parties in our Southwest, Sauk Columbia and Green Lake Ripon Chapters.

There are a variety of chances to participate in Association activities and meet with your fellow REALTORS®. Please join in. These are not only fun events, but great learning opportunities.

Finally, please take a moment to reach out to RASCW Member Rosemary Dutter for two things: one, to congratulate her on being a National Association of REALTORS® Good Neighbor Award Finalist and two, to thank her for the wonderful works of her project The Dutter House on behalf of families with special needs children. You can read more about Rosemary on p. 8 of this newsletter.

Until next month - Scott

 <p>Women's Council of REALTORS Madison Metro</p>	<p>Interested in joining Women's Council? Contact Monika Ramsey (Current President) at 608-219-8907 or Jacqueline Knight (President-Elect) at 713-419-5598</p>
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www.WCRmadison.com

- Oktoberfest!! - Save the Date -
Thursday October 17th - 4:00 pm to 8:00 pm
We invite you to join us for Beer & Chocolate, Wine & Cheese at the East Side Club



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Monday-Friday: 8:00 am – 7:00 pm Central Time
 Saturday: 8:00 am – 4:00 pm Central Time
Hours subject to change without notice.

MLS NEWS

Visit www.scwmls.com for expanded details.



ShowingTime Widget on Paragon™ Home Page

Paragon™ was recently enhanced to more seamlessly integrate with ShowingTime via a widget on the home page. Clicking on these new icons will link you directly to appointments you have requested, appointments on your listings, and other ShowingTime activities available within the version of ShowingTime you subscribe to.

This new widget was installed at the top right of your home page. You have the ability to rearrange and collapse all the widgets (Quick Search, Market Monitor, Contact Activity, Calendar, Messages, and Showing Time) on the Paragon™ home page for your login. Simply click within the blue bar at top of the widget you want to move, and drag it up or down within the left or right panel. To collapse a widget, click on the up arrow within the blue bar at the top of the widget. The middle panel cannot be moved.

Keyboxes on MM listings

Most agents in the Metro Milwaukee market use a keybox system called SentiLock opposed to Supra. This is a fairly recent switch from combo lockboxes. When setting up an appointment to show a property for which the MLS number begins with MM, connect with the listing agent to make sure you can get into the property. Do not assume the property will have a Supra box as it most likely will not. Metro agents can issue one day codes, or there is an option for them to sign up for SentiConnect which will allow you to use the SentiLock app.

Agents in the Northeast MLS (NE MLS number prefix) and the Central WI MLS (CW MLS number prefix) also use the Supra system. If you show properties in these markets, your Supra eKey can be set up to open their Supra keyboxes. Call the SCWMLS office (608-240-2800 - press 3 for Supra support) or email keys@wisre.com to request reciprocal access. There is no additional fee.

Price Change Alerts

Email auto-notifications of price changes are sent from Paragon™ only if the price change is at least .5%. This setting limits the practice of \$1 price changes to gain exposure.

Within the price column on spreadsheets, a price in red indicates a price decrease, and a price in green indicates a price increase. In addition, if you hover over the arrow, the previous price and percentage of change will display. Price changes are highlighted for 2 weeks.

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SEPTEMBER IS REALTOR® SAFETY MONTH

Access safety resources and materials available from [NAR here](#)



REALTOR®
SAFETY
PROGRAM

REALTOR® Safety – September is REALTOR® Safety Month

NAR has a wealth of resources to help agents, brokers, and associations better understand and educate each other about the safety risks they face. From planning your safety strategy to extensive safety resources including apps, products, and educators, NAR has many useful items for all real estate professionals including regularly-scheduled safety webinars, numerous articles organized by category, videos, and a safety alert program. Please visit nar.realtor/safety for more information.

On September 17, 2019 at 1:00 pm, plan to attend the next [FREE Safety Webinar: Prospect or Predator? Reduce the Risk of Being Targeted](https://register.gotowebinar.com/register/9143187253530581249) by registering at <https://register.gotowebinar.com/register/9143187253530581249>.

Dave Legaz, REALTOR® and retired NYPD Police Sergeant, will explain how real estate professionals can reduce the risk of being targeted by predators. Dave will discuss various predatory behaviors, and steps agents can take to reduce the likelihood of getting into an unsafe situation while on the job.

After a successful career as one of New York's Finest, Dave retired as an NYPD Police Sergeant in 2002 after responding to the 9/11 World Trade Center tragedy and losing his partner. As a Real Estate Instructor, he combines his years of law enforcement with real estate as he teaches Agent Safety classes across the country. He is the 2019 New York State Association of REALTOR® (NYSAR) Secretary/Treasurer and was the 2017 Long Island Board of REALTORS® President.

He has been an NAR Director since 2013 and a NYSAR Director since 2012. Dave is also on the Board of Directors of the Beverly Carter Foundation.

REALTOR® Safety - Safety Alert on your Supra eKEY

Safety Alert on your Supra eKEY Agent Alert is a feature built into Supra's eKEY, providing peace of mind for agents. With the press of a button, agents have a simple discreet method to send an alert message to selected contacts. The message and up to three contacts are set in advance. Holding the alert button automatically sends the message to the contacts. The message can be sent as an email or text message. A link to a map of the key's exact location is included with the message. For more information, here is a [short video](#) or [click here for written instructions](#).

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UPCOMING EVENTS

Watch for details coming on Social Media and Emails

October:

Thursday, October 3rd
[Silent & Live RPAC Auction](#)

Wednesday, October 16th
[Trivia Extravaganza](#)

December:

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

GREEN LAKE/RIPON AREA CHAPTER:

September:

Wednesday, September 18th
[Member Dinner and Cocktails w/Zoning Guest Speakers](#)

October:

[LIVE CE Classes](#)

December:

December Holiday Party *(Details coming soon.)*

SAUK COLUMBIA CHAPTER:

September:

Wednesday, September 18
[Bags Tournament in Sauk City](#)

December:

December Holiday Party *(Details coming soon.)*

SOUTHWEST CHAPTER:

November 11-15:

Team Up Against Hunger Week (TBD)

December:

Holiday Party *(Details coming soon.)*

Upcoming Professional Development Offering

Bagels & Banter Online Security Tips

Wednesday, October 23, 2019
9:00-10:15 a.m. • WRA Education Center

Rick Corey, Membership Engagement Director, will provide Online Security Tips at our first Bagels & Banter session. All devices are vulnerable to the threats lurking around online. There are things you can and should do to protect yourself and your business.

Featured Topics
Password Management Tools
Email Disclaimers
Recognizing Scams
Virus Software

This is a free program for RASCW Members, but you must sign up in advance. Space is limited!

Registrations will be taken through
Monday, October 21 or until full.

Please email registrations@wisre.com
to reserve your seat.

Mark Your Calendars

Annual Membership Meeting
Thursday, November 21, 2019
8:00-10:30 a.m.
Sheraton Madison Hotel

Installation Dinner
Wednesday, January 29, 2020
5:00-8:00 p.m.
Nakoma Golf Club

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*UW Credit Union critical measure survey data from 2018.



RPR Adds Qualified Opportunity Zones

Realtors Property Resource® (RPR) announces the addition of Qualified Opportunity Zones (QOZ) to its platform. This powerful data layer will allow REALTORS® to use RPR's map interface to analyze and search for properties within the 8,700 Opportunity Zones throughout the U.S.

Created in 2017 as part of the Tax Cuts and Jobs Act, the purpose of the federal government's QOZ program is to drive economic growth through long-term investments in economically disadvantaged communities. Designated as "Opportunity Zones", these areas present opportunities for real estate investment and development by offering tax incentives to investors.

"With the Opportunity Zone initiative poised to transform American communities that have long been shunned by investors, NAR has developed resources to help facilitate and expedite investments in these areas. As our work continues, REALTORS® are committed to ensuring Americans can take full advantage of this valuable new initiative", said Joseph Ventrone, NAR Vice President, Federal Policy and Industry Relations.

Through RPR, REALTORS® will search a geographic area, then choose to display the Opportunity Zones layer, which will reveal shaded areas that qualify. REALTORS® can analyze all properties that fall in the Opportunity Zone, review economic and demographic statistics for the area, and create reports for investors about the buying potential. They will also be able to reach out to residents and business owners in the area about selling advantages through RPR's recently launched Mailing Labels feature.

"These Opportunity Zones encourage private investment into low-income communities, with the intent of stimulating economic growth and job creation," said Bob Turner, NAR's 2019 Commercial Liaison and RPR Advisory Council Member. "Residential practitioners will notice homes that fall within Opportunity Zones gain a boost to their marketability because of increased attention, while Commercial practitioners will likely see properties once being skipped over turn into desirable investment opportunities."

Under the program, taxpayers who reinvest capital gains from a previous sale into a fund for investing (called "Opportunity Funds"), are eligible to defer paying taxes on those gains, and can potentially reduce their tax liability by 10 – 15% (based on the amount of time they hold the investment). Additionally, if the investment is held for at least ten years, any appreciation on it is tax-free.

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Calendar: September 15 - October 15

Wednesday, September 18

Green Lake Ripon Chapter Committee Meeting
3:00 pm – Green Lake

Green Lake Ripon Chapter Membership Meeting
5:00 pm – J's BBQ, Ripon

Tuesday, September 24

RASCW Budget Committee
9:00 am – RASCW/SCWMLS Conference Room

Wednesday, September 25

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

Thursday, September 26

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

Wednesday, October 2

Membership Networking Committee
9:00 am – Preferred Title, LLC

Thursday, October 3

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

RPAC Live & Silent Auction
5:00 pm – Park Hotel

Friday, October 4

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

Wednesday, October 9

New Member Orientation Committee
9:00 am – RASCW/SCWMLS Conference Room

[CLICK HERE](#)
RASCW EVENT
CALENDAR

is on our website!

[CLICK HERE](#)
COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS

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Just Like Grandma's House

REALTOR® Rosemary Dutter created a home away from home for kids with special needs to give parents a break from everyday stresses.

August 28, 2019 by Pamela Dittmer McKuen

Raising a child with profound mental, physical, or emotional needs—not to mention frequent diaper changes—is a demanding, around-the-clock job. Parents need an occasional break, and Rosemary Dutter is on call to provide it.

A decade ago, she transformed a single-family home into The Dutter House, a safe, welcoming place for special needs children. While Dutter plays, sings, and giggles with her charges for a few hours, parents and siblings are free to run errands, watch a movie, or just relax.

"A child with a disability is harder than you imagine," says Dutter, a sales associate at Century 21 Affiliated in Beloit, Wis. "Parents might be stressed when they drop off their child, and when they come back, they are ready to start up again."

Dutter understands the challenges all too well. She was the grandparent of a child who had severe developmental delays. Kyle didn't understand safety issues and had to be watched constantly because he put everything in his mouth and threw things. His father quit his job to become his full-time caregiver and school aide, and Dutter helped out as much as possible. Kyle died in 2008 when he was 12. The Dutter House is her way of honoring his short life.

Every Child Is Special and Loved

The Dutter House is open by appointment on weekdays from 4 p.m. to 8 p.m.—from after school until bedtime—but Dutter has been known to extend the hours in cases of emergency or special events. "The whole family appreciates this," says Dutter, who is onsite whenever children are present. "The grandparents are appreciative. They don't always want to be the ones who have to step in."

On a typical day, between one and four children visit. They range in age from 2 to 18, and their medical conditions vary. Some are nonverbal. Some are in wheelchairs. Sometimes they pinch or kick or hit. Dutter tailors activities to engage each child according to their interests and abilities. She reads books aloud and changes diapers. A handful of volunteers assist with child care, cooking, and yard work. Dutter's goal is for the children to feel secure and loved, even though some can never respond.

"I feel this is what I'm supposed to be doing," Dutter says. "It's often difficult, but it is rewarding. It gives me peace."

One regular is a boy with autism who is captivated by machines, particularly her Shark Rocket vacuum cleaner. When he visits, he takes it apart and puts it together while explaining what each part is and how it works. Then he vacuums the floor.

The boy also whips up fruit smoothies in the blender, but he won't drink them. Dutter makes a game of getting him to promise to taste the smoothie, and she smiles when he doesn't.

Respite Time is Family Time

Most Dutter House clients are long-timers, like Makayla Champion. Her 10-year-old son Camdyn has been visiting twice a week for six years. Camdyn is a traumatic brain injury survivor who has autism and visual impairments. He also has epilepsy. He needs constant care, so Champion and her husband work opposite shifts. "Our everyday lives and what we do on our days off together always depend on his mood," Champion says. "He can make a day fun or very difficult."

Camdyn has a special love for music. His vocabulary is limited, but he can memorize songs. He and Dutter will spend hours singing while Camdyn's parents focus on their two older sons, ages 12 and 16. Sometimes they eat at restaurants. Other times they go fishing or play basketball.

"If not for The Dutter House, life would be a lot more stressful," says Champion. "Even though it's only three hours, it's three hours well needed. The (older) boys wouldn't have that undivided attention."

When Camdyn knows he will see Dutter that day, he is especially upbeat. "He adores her, and she adores him," Champion says. "I always say she's the grandmother everybody wants."

Aimee Thurner, executive director at the Greater Beloit Chamber of Commerce, says she is thankful the respite program is available to the community. "What Rosemary created is such a niche but one that has a huge impact on the families," she says. "Special needs children are so time-consuming, and she gives to them with passion and heart."

Dutter has spent most of her life working with children. She was an elementary school teacher for 39 years before retiring in 2005, the same year she launched her real estate career.

The idea for a nonprofit had been brewing in her mind, and clicked one day during an open house she was holding. The home had 3,500 square feet and an acre of land. With the help of grant money, she bought the house, put up a fence, and built a ramp to the front door. Since 2009, The Dutter House has served about 30 client families.

A Big-Hearted Community Chips In

Dutter runs a bare-bones operation with an annual budget of about \$22,000, which is raised primarily through county funding and private donations. She pays for most of the food and toys. An Eagle Scout built a swing set, and a church group built a large sandbox.

"I can get so low on money, and I wonder how I'm going to keep this going, but then I get a call from someone who says, 'We had a fundraiser for you,'" she says. "This community has supported me very well. They are good people with great hearts."

Despite the painful loss of her grandson, Dutter says she finds comfort in sharing memories of their playful moments together and by giving other parents the breaks she knows are so crucial to family life. "I choose to do this," she says. "The parents don't have a choice. They have to do it every day."

Contact Rosemary Dutter at rosemarydutter@gmail.com and learn more about The Dutter House Inc. at <https://www.facebook.com/The-Dutter-House-293319459135/>.



Limited Space! Sign up Now!

Trivia Extravaganza

Wednesday, October 16th, 2019
Vintage Brewing Company
674 S. Whitney Way, Madison

\$20 per team • Teams of 4
Light Apps • Cash Bar • Prizes!

[CLICK HERE FOR REGISTRATION DETAILS](#)

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Continuing Education 2019-20

Only 459 Days to Renewal – Don't Wait



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.

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 Classes in Madison

Sept 25	Course 2	8:30 am	(Bring a device for online exam)
	Course 1	1:00 pm	(Bring a device for online exam)
Oct 2	Course 4	8:30 am	(Bring a device for online exam)
	Course 3	1:00 pm	(Bring a device for online exam)
Oct 30	Course 6	8:30 am	(Bring a device for online exam)
	Course 5	1:00 pm	(Bring a device for online exam)

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

Helping REALTORS® Navigate Financial Freedom

The Center for REALTOR® Financial Wellness is a resource designed to guide you on your financial journey and prepare for the future, one step at a time.

Log-in to FinancialWellness.realtor and discover a unique and interactive website where you can:



Assess your current financial profile



Practice financial decision-making skills with a simulation that helps you achieve financial well-being



Discover financial resources related to topics such as budgeting, retirement planning and real estate investing



Receive personalized goals to help navigate your financial freedom




New Senior and Elder Members

Are you eligible to be a Senior Member? You are if, on January 1, 2020, you are 60 years of age or older and have been a continuous Member of RASCW for at least 20 years. This means that you can reduce your local RASCW dues by 1/3 for 2020.

If, on January 1, 2020, you are 65 years of age or older with 25 or more years of continuous membership in RASCW or you are 70 years of age or older with 10 or more years of continuous membership in RASCW, you are eligible for Elder Status. Your local RASCW dues are then just \$12.00 for 2020.

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

Home Buyer Classes

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



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

2019 Home Buyer Class Schedule:

Tuesday Nights • 5:30 pm to 9:00 pm
October 8 & 15

Register: <http://homebuyersroundtable.eventbrite.com>

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



Dawn Andersen
Assistant Vice President
Senior Mortgage Loan Officer
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This coupon offer is valid if it is present at the time of application and can only be applied to a new mortgage loan which is originated, and closed by Oregon Community Bank (issuer). Expires 9/30/19. Eligibility of this coupon offer may be subject to restrictions, conditions and/or limitations, including but not limited to loan type, loan amount, and property type. Contact issuer regarding all eligibility requirements. Limit one coupon offer per transaction. Not to be combined with other offers, coupons, or discounts. The offer or discount will be credited, applied, provided or reimbursed at the closing of the loan. Any fees paid upfront by borrower(s) may not be reimbursed or credited if the loan does not close. This coupon has no cash value, and cannot be redeemed for cash. Issuer reserves the right to modify or discontinue this coupon offer at any time. This coupon only applies to fixed rate secondary market and construction loans. All other mortgage products do not qualify. Waunakee Community Bank is a branch of Oregon Community Bank.



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2019 Annual Bocce Ball Tournament Is Once Again, a Huge Bag of Success!

On August 21st, the RASCW Annual Bocce Ball Tournament took place at The East Side Club in Madison and it was another superb day by the lake! 24 teams participated in the event and 185 backpacks were donated, which brings our total raised since 2006 to 2,193 bags collected for the foster kids in Dane and our surrounding counties! Thank you to everyone who participated/donated and we hope to see you again next year. If you want to become involved and/or volunteer for future events, please contact us. We would love to hear from you!

[Video Link from Event](#)



Congratulations to Julia Bolte



RASCW Member Julia Bolte is the 2019 winner of the FREE convention Registration to the Wisconsin REALTORS® Association Convention "Choose Your Adventure" taking place September 10-11 at the Kalahari Resort and Convention Center, Wisconsin Dells.

Cindy Strange "Pay It Forward" Award

"Success is always sweetest when it's shared."

That was the mind set of Cindy Strange. She also believed in giving people more than they'd expect was the way she wanted to live.

Cindy Strange was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us. She was recognized as the RASCW Affiliate of the Year in 2004. Her personality and inspiration are missed by all that knew her.

In wanting to preserve and honor her outstanding qualities, RASCW is proud to present the 2019 Cindy Strange "Pay It Forward" Award to a REALTOR® or Affiliate Member who demonstrates those same qualities. The Award will be presented to a RASCW Member who is unselfish with his or her time, is involved with the Association and shows contagious enthusiasm in all they do, whether it is serving on committees, participating in or sponsoring RASCW events. The individual nominated is always looking for ways to give to the real estate industry and community without expectation of return.

The recipient for the Award will receive the proceeds from the RASCW Cindy Strange Memorial Golf Outing to present to the charity of his or her choice.

If you would like to nominate a REALTOR® or Affiliate Member, please send his or her name, company and how this individual demonstrates the spirit and qualities of this Award to: Mike Jiru at jiles7@gmail.com or to Carla Nowka at cjm@ptitle.com. Nominations must be received by Friday, September 27, 2019.



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MEMBERSHIP UPDATE

NEW MEMBERS

Alex Alston Century 21 Affiliated	Danyelle Dalbec Keller Williams Realty	Ben Kartz Coldwell Banker Success	Lindsey O'Connor Century 21 Advantage
Marca Andriese Conrad Development LLC	Anna Davidson First Weber Inc	Jessica Kayhart Castle Rock Realty LLC	Erica Page eXp Realty, LLC
Tonya Archie Coldwell Banker Success	Karen DeFever Flat Fee Pros WI	Tim Klaas Keller Williams Realty	Michael Pleimling Keller Williams Realty
John Bergh White Box Commercial Property Group LLC	Kevin Diece RE/MAX Preferred	Gina Kloostra Coldwell Banker Cotter Realty	Mike Raber eXp Realty, LLC
Rachel Bergh White Box Commercial Property Group LLC	Jacob Dunaway Century 21 Affiliated	Paige LeConte Stark Company, REALTORS®	Chris Reece Coldwell Banker Success
Danielle Boxx-Hampton Keller Williams Realty	Cirila Emotin Keller Williams Realty	Daniel Mabry Keller Williams Realty	Daniel Severson Dane County Real Estate
Stacy Bruner Bruner Realty & Management	Emily England Keller Williams Realty	Kelsey Martel Ballweg's Real Estate LLC	Mehul Shelat Aashram Realty, LLC.
Desiree Brush Special Properties of Green Lake LLC	Jade Ertel Keller Williams Realty	Jane McCormick Shore Bluff Realty	Tiffany Shields Century 21 Affiliated
Shlomo Calvo Conrad Development LLC	Heather Filenius Lori Droessler Real Estate, Inc.	Ellen McDonell Bunbury & Associates, REALTORS®	Mollie Simms True Blue Real Estate
Tammy Chesser Century 21 Affiliated	Randi Gathje Rabo AgriFinance, LLC	Kevin Metcalfe Metcalfe Company	Michelle Sims First Weber Inc
Brian Christensen eXp Realty, LLC	Don Gilbertson Gilbertson, REALTORS®	Alex Meunier Keller Williams Realty	Gordon Stebbings eXp Realty, LLC
Laura Christianson RE/MAX Preferred	Monet Glorioso Century 21 Affiliated	Jed Neuberger RE/MAX Connect	Laura Vaughan Stark Company, REALTORS®
Janet Churchill Keller Williams Realty Signature	Hannah Haas Wisconsin.Properties Realty, LLC	Linda Nichols Stark Company, REALTORS®	Candice Welsh RE/MAX Preferred
Brandon Clinite Realty Executives Cooper Spransy	Brian Hampton First Weber Inc	Nick Norsetter Keller Williams Realty	Melissa Wrightsman Wisconsin.Properties Realty, LLC
Kelly Clobes EXIT Realty HGM	Whitney Hobson Allen Realty, Inc	Mark O'Connell First Weber Inc	Arian Zafari First Weber Inc
Adam Crist Lori Droessler Real Estate, Inc.	Rob Hoiting Stark Company, REALTORS®		
Bill Crooker Stark Company, REALTORS®	Hayley Hughes EXIT Realty HGM		
Wally Czuprynko Great Day Real Estate	Tierra Johnson Stark Company, REALTORS®		

Congratulations to the 48 new Members who completed Orientation in August sponsored by Amy Jacob and Johnson Bank.

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Lewis Dahlberg	EXIT Realty HGM	Inventure Realty Group, Inc
Dustin Eckes	Keller Williams Realty	Absolute Home
Mitchell Fiene	Pointe Realty LLC	Stark Company, REALTORS®
Mindy Honish	EXIT Realty HGM	Inventure Realty Group, Inc
Mindi Kessenich	EXIT Realty HGM	Inventure Realty Group, Inc
Caleb Maier	First Weber Inc	Spartan Real Estate Group
Rose Mansavage	Realty Executives Cooper Spransy	Keller Williams Realty Signature
Aimee Ojeda-Field	EXIT Realty HGM	Inventure Realty Group, Inc
Cory Otto	Turning Point Realty	eXp Realty, LLC
Pam Pahmeier	Coldwell Banker Success	Mode Realty Network
Tayler Spannkebel	First Weber Inc	Home Buyers Marketing II, Inc
Sheri St Marie	Storylane Properties	eXp Realty, LLC
Tyler Sweeney	eXp Realty, LLC	Sweeney Real Estate, LLC
Kelly Thompson	Martinson Real Estate LLC	Keller Williams Realty
Noah Tredinnick	Turning Point Realty	eXp Realty, LLC

Thank you to Mary Duff, Shelley Reynolds, Anne Baranski, Robert Procter, Bonnie Dixon, Scott Walker and Tiffany Tobias for imparting their wisdom and time as August Orientation Instructors. You did an excellent job!

NEW OFFICES

Gilbertson, REALTORS®, Madison
Metcalfe Company, Monona
Rabo AgriFinance, LLC, Madison
Shore Bluff Realty, Madison
Spartan Real Estate Group, Prairie Du Sac
White Box Commercial Property Group LLC, Madison