



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



April 2014

V o l u m e 1 9 • N u m b e r 4

MARK YOUR CALENDAR

RASCW Brewers Outing

Thursday, May 15, 2014

[\(click here for more information\)](#)

RASCW Golf Outings

Wednesday, June 11, 2014

University Ridge Golf Course

[\(click here for more information\)](#)

Tuesday, June 17, 2014

Lancaster Golf & Country Club

Watch for Details

[CLICK HERE](#)

RASCW EVENT
CALENDAR

Updated 4/07/14

IN THIS ISSUE

Page 2

President's Message

Page 3

MLS News

Green Committee Event-Invasive Species

Fair Housing Update & Awards Luncheon

Page 4

RASCW RCA Commercial Corner

Page 5

Get a Head Start on CE

WCR - Wine on the Water

RASCW Brewers Outing

RASCW Golf Outings

Page 6

Taking Back Control - Appraisal Process

Professional Standards Committee Report

Habitat Work Days Begin May 14th

Safety Tip - Safety Springs Eternal

Page 7

Interpretations of the Code of Ethics

Page 8

The Revival (Eclectic) Styles

Page 9

Calendar: April 15 - May 15

Page 10

Membership Update

In Memoriam

Seller Representative Specialist (SRS)



Mary Duff Elected President for 2015

At its March 27th meeting, the RASCW Board of Directors elected **Mary Duff** of the Stark Company, Realtors® to the office of President-elect. Mary began her service on the Board in 2013 and currently serves as the Board's Treasurer. She will be installed as President in January 2015. Please join us in congratulating Mary on her election.

April Is Fair Housing Month [Click here to view or print the Fair Housing Declaration](#)

April 2014 marks the 46th anniversary of the 1968 landmark Fair Housing Act. Each year Realtors® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property.

Fair Housing Marketing Tips *Wisconsin REALTORS® Association Legal Update, April 2007*

Brokers should be very careful about the marketing techniques and the content of promotional copy used by the company's agents, including the remarks for an MLS listing. Advertising cannot intentionally or unintentionally state a preference for a person or the intent to exclude a person based upon membership in a protected class. This applies to advertising in all media including the MLS, newspapers, billboards, Internet, faxes, e-mail, radio, television, flyers, signs, posters, banners and application forms. The following are some helpful marketing guidelines for associates:

Avoid strategies that target less than the whole market

- In-house exclusive: Sellers who want no MLS and no yard signs may have good reasons for this approach (reduce burglary, don't let neighbors know, etc.), but be careful because it also may be indicative of a consumer with a discriminatory intent.
- Do not direct an ad to only one segment of the community.
- Do not advertise in a limited geographic area.
- Do not target only particular publications or editions of newspapers.
- Do not use only small circulation publications that are designed primarily for certain religious or ethnic groups.
- Do not use only selected sales offices.

Words used in advertising

- Do not use words describing the seller, buyer, landlord or tenant (i.e., Jewish owner, Hmong home, adult building). Describe the property features!
- Do not convey the impression that one group is preferred over another.
- Avoid catchwords such as "restricted," "exclusive," "private," "board approval" or "traditional."
- Avoid symbols or logos that suggest or imply discrimination.
- When stating directions, avoid referencing racial, ethnic or religious landmarks.
- Do not use these words: "crippled," "mentally ill," "deaf," "retarded," "blind," "adult building," "singles," "mature persons," "exclusive."

Use of human models

- Do not use only adult or only white models.
- Represent all races and ages, as well as families with children and persons with disabilities.
- Vary or rotate the people shown in ads so all groups in the market area are featured.
- Portray models with different traits in equal social settings.
- Indicate that housing is available to all persons on an equal basis.

Use of Equal Housing Opportunity slogan and logo

Use of the Equal Housing Opportunity slogan or logo is not mandatory in all real estate advertising, but it alerts consumers to the concept of fair housing, shows the broker's good faith commitment to fair housing and demonstrates intent to abide by the fair housing law.

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

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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: Tony Tucci

Welcome New Members!

I remember my first day in high school being scared out of my mind. As a 6 foot 2 inch freshman you would have thought I would have been fairly confident, but when I walked into that packed cafeteria with my tray of gross spaghetti and crusty garlic bread, I felt like a fish out of water. All the noise was overwhelming and it looked like everyone else had it figured out but me. I remember thinking "I have to spend 4 years like this." That was a daunting feeling.

In many ways, joining a new organization can feel that way. Everything is new- new systems, new policies, new committees, and new people. As a new member to RASCW you might feel a lot like that freshman standing in the cafeteria and wondering where to go. We are here to help you! The board of directors, the committees, and the staff are all here to help you get acclimated to your organization.

It has been exciting to see our organization grow over the past few months. We have seen increases in both Realtor® and Affiliate Members. Year to date we have had 105 new Realtor® Members and 16 new Affiliate Members. If you compare that to last year, where through the end of March we had 81 new Realtor® Members and 4 new Affiliate Members, that is significant growth.

So to the new Members, I want to say on the behalf of our organization, "Welcome!!"

You have just joined a very powerful group that is excited to see you grow and succeed in this industry. We see you standing there with your tray of spaghetti and garlic bread, and we say, "Come sit at the table with us, we have a spot just for you!" To the seasoned veterans in the group, I challenge you to reach out to the new members and welcome them in. You have knowledge of the industry and years of experience that cannot be learned reading a book or a blog. Share some of your insight with them- it will be a HUGE encouragement to them.

Whether you are brand new to our organization or if you have been here for several decades like my friend Roger Stauter (don't worry- I got his permission to use his name), we are excited to have you on board and look forward to seeing you grow.

Have a great April!

Tony Tucci

PS: Not that it's all about the numbers, but let's be honest, we all focus on and pay attention to THE numbers. We hear them, speak them, analyze them, coach our clients on them, love them and curse them all at the same time. With all this is in mind we need to remember that while numerical growth is important, quality growth is more important. I think we can all work to have both.

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Special RASCW Green Committee Event on Invasive Species – All Invited to Attend!

RASCW Members are invited to join the Green Committee on **Wednesday, May 7, 2014 from 9:30-10:30 a.m. at the Sequoia Public Library** to hear **Kelly Kearns** from the **Department of Natural Resources** discuss invasive plant and pest species in Wisconsin and how they affect homeowners. This is a great opportunity to learn how you can educate your clients on the advantages of dealing assertively with these problem species, which in some cases do serious harm to property. Kelly will also give an update on the emerald ash borer.

There is no charge to attend, but seating is limited.

Please email Beth Fletcher at beth@wisre.com to reserve your seat.

28th Statewide Fair Housing Update and Awards Luncheon

With the theme "We Have a Dream of Fair Housing," the Wisconsin Fair Housing Network's Statewide Fair Housing Update and Award Luncheon will take place on April 25 at the Country Springs Hotel and Conference Center, 2810 Golf Road, Waukesha, Wisconsin.

The Wisconsin Fair Housing Network was created by HUD and the Wisconsin REALTORS® Association (WRA). In addition to HUD and the WRA, the Network includes state and local government agencies, fair housing councils, local REALTOR® organizations (including RASCW), Community Housing Resource Boards, housing management agencies, community-based organizations, and other housing industry groups – each dedicated to the education and promotion of fair housing throughout Wisconsin.

For more information, please go to:
<http://www.wra.org/FairHousingConference>.

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Adding Showing Requests Manually

You can manually add showing requests that come in outside of the Schedule a Showing button within Paragon™. To add a manual showing to your listing, click Preferences, Showing Assist and Reports. Click on the Listing Activity Report and find the listing. Click to open the listing and select Add Activity. Fill in the showing information and click Save. This manual showing will now be reflected within the showing grid and on reports. If you have opted to send feedback requests from ShowingAssist, a request will go out for this manually entered property after the showing.

When the Automatic Update Fails - Keycard Update Refresher

ActiveKEY Updating (Manual style)

Okay, so your key has a message "Key Expired" and you have a showing, here's what you do:

Call KIM Voice (listed on back side of your ActiveKEY 888-968-4032) and follow the instructions:

- Enter Key Serial number (back of Key) + PIN and press #
- Select 1 (for update code)
- Turn the key on & scroll down (down arrow) to Manually Input Update
- Enter update code & press ENTER
- 4 short beeps should signal to indicate the key is updated (buzz means try again)

eKEY Updating (Manual Style)

You will normally not have to update your eKey manually, but if a message box appears upon opening the eKey App and you are given a choice of Performing a wireless Update OR entering an emergency update code, your eKey failed to update automatically and you will need to perform a manual update.

Select "Perform a wireless Update" to connect via cell towers to the Supra Key system and update the eKey – quick and easy, but if that fails, you can

Select "enter an emergency update code" which requires you to have the update code (obtained by calling KIM Voice 888-968-4032, same process as for the ActiveKey, above) - you will need your key serial number & PIN for this option (serial number shows up at top of screen when you open the ekey app on your phone)

Your phone service provider will periodically update the operating system on your phone. When this happens, the ekey software on your phone may require a reactivation (reauthorization) code. You will also have to reauthorize the eKey software if you purchase a new phone and download the eKey App on the new phone. Reauthorization codes are different from Update codes – you can call the MLS office or Supra Technical Support (877-699-6787) for assistance with reauthorizing your eKey.

One indicator of economic recovery is land sales. Sale of a vacant parcel implies the intent to build something; it's a sign of optimism, a hope for job growth and for improved economic activity. There has been growth in land sales in south central Wisconsin since a low point in 2009. The comeback has been steady and strongest outside of Madison metro.

According to the SCWMLS, there were 1531 sites sold in 2013 in the region – almost double the 887 sales in 2009. Dane County lot sales reported to the SCWMLS grew from 206 in 2009 to 470 last year. On the other hand, there were 25 vacant sites sold in the City of Madison in 2013 – the lowest total in any of the last 10 years. Most of these are residential sites and the numbers may be skewed a little by an expanding south central region – but the trends are clear. Land sales and the implied future construction activity is improving and moving outward. Development of single family homes moving to the suburbs and exurbs is an established trend. Do recent land sales suggest that the trend is accelerating? While Madison accounted for 12-13% of Dane County land sales in the 2006-2009 years, the City accounted for only 7% in the last 2 years, according to SCWMLS statistics. Is the trend outward starting to affect other property types?

Commercial development is generally concentrated in the urban hubs of the region. Accordingly, commercial vacant land sales tend to be concentrated as well. From 2008 – 2011, sales of vacant commercial parcels in the City of Madison were 35% of the total for Dane County – not exactly concentrated, but much more centralized than the MLS data with a large residential component. The commercial acreage sold in Madison during this time represented about 15% of the commercial acreage sold in Dane County. In the last 2 years, Madison's share has been 29% of the total commercial sites sold in Dane County. And, Madison's share of commercial acreage accounted for 14% of total acres sold in Dane County during the last 2 years. While this may indicate a slight shift outward in land sales in recent years, we believe any trend has been more than offset by increasing densities of new commercial and residential projects - especially in Madison.

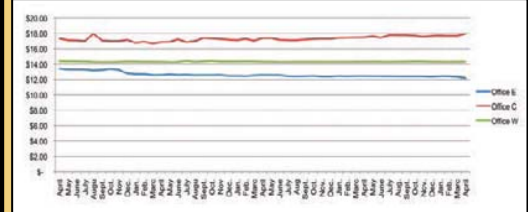
The over-arching trend is growth in land sales and improving development environment for both the residential and commercial sectors.

So you might want to consider how the development community will put buildings on all those recently acquired sites. The State of Wisconsin Economic Development Corporation has some programs that might help you, the commercial broker, and your clients.

There are several programs on the state, regional and local levels available to help a new and growing company either locate here, get started or expand in Wisconsin. Most of it is predicated on creating new jobs. It is available through grants, loans and TIF monies. Want to know what they are and how you can help your client secure some of this money and whether they qualify? Your Commercial Services Committee will be having a seminar on this in late spring/early summer and you will not want to miss it. Stay tuned for more details.

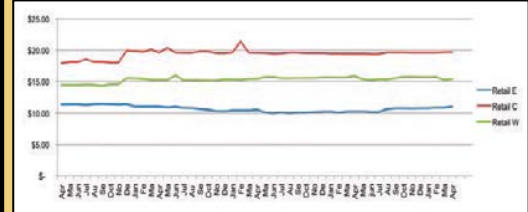
Greater Madison Area April 2014 - Asking Lease Rates

Office Rates East: \$12.19 Central: \$17.95 West: \$14.32



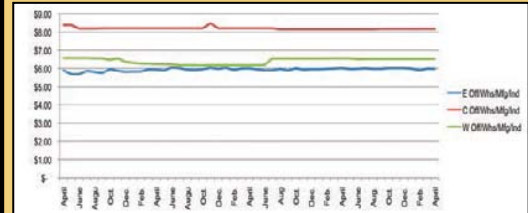
Asking rates Office from 1/1/10 – 4/30/14

Retail Rates East: \$11.02 Central: \$19.68 West: \$15.39



Asking rates Retail from 1/1/10 – 4/30/14

Office/Whse East: \$5.98 Central: \$8.18 West: \$6.52



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Kwik Trip Deluxe
Car Wash Cards
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(includes tax)

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

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

Click here for more information.

Get a Head Start on CE

All licensees must complete six Department of Safety and Professional Services (DSPS)-approved courses for a total of 18 hours in the 2013-14 biennium by the deadline of December 14, 2014.

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 Listings
- Course 2 - Wisconsin Offers
- Course 3 - Wisconsin New Developments
- Course 4 - Contingencies in Wisconsin Approved Offer Forms

Elective Topics (Licensees must take two of the following)

Elective A - Bank-owned (REO), Foreclosures and Short Sale Transactions in Wisconsin

Elective B - Unique Transaction Types and Issues

Elective C - Wisconsin Property Management

Elective D - Agency Roles with Buyers in Wisconsin

Upcoming Classes at WRA (Madison)

April 16: CE 3 (8:30 a.m.) and
CE 4 (1 p.m.)

April 30: CE Elective A (8:30 a.m.) and
CE Elective D (1 p.m.)

[Note: Classroom offerings for Madison will resume in August]

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

Women's Council of REALTORS® Madison Chapter

Mark Your Calendar and Watch for Details!

Wine on the Water
East Side Club on Lake Monona
Wednesday, June 25, 2014



It's Spring time at the Ball Park!!

Join **RASCW & WMBA** on a trip down to Miller Park where the **Milwaukee Brewers will take on the Pittsburgh Pirates** on Thursday **May 15th**.

Cost of Event is \$45.00 per ticket, which includes:

- Outfield Box Seats
- Entertaining Bus ride down & back!
- Refreshments on Bus
- Reservations **must be** accompanied with funds
- Order by **April 25th** to guarantee your seat!
- Buses will leave the park and ride at Hwy N & I 94 at **9:00 a.m. ~ Sharp!**

[Click here for more information and the registration form.](#)

CINDY STRANGE MEMORIAL GOLF OUTING



Wednesday, June 11, 2014 at University Ridge GC
[Click here for more information and the registration form.](#)

SAVE THE DATE & **WATCH FOR DETAILS** **RASCW Golf Outing - Southwest**
Tuesday, June 17, 2014
Lancaster Golf & Country Club



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MEMBER  

Taking Back Control Of the Appraisal Process

When: Thursday April 24th - 2:00 pm - 3:30 pm
Where: BMO Harris Bank LL – 120 Park Ave, Beaver Dam

Please RSVP to Fred Kaping 920-210-8245 VM/Text or
fred@fredkapingrealty.com

This appraisal seminar is designed to help explain the impact the Dodd/Frank Rule has on Realtors®. The Dodd/Frank rule replaced the Home Evaluation Code of Conduct (HVCC).

According to NAR, 33%+ of Realtors® are reporting problems with appraisals. Disagreements over real estate values are nothing new, but increasing home values, combined with current market conditions, magnify the problem.

You will learn your rights as a Realtor® and how to best prepare your seller for the appraisal process. This will also give valuable information for your buyers as well. It is very useful knowledge on both sides of the transaction. It is designed to help close more transactions and to ensure the deals go to closing.

Knowledge is power! We at Cherry Creek Mortgage Company want to provide the resources you need to stay ahead of the competition.

Please direct questions to:
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Cherry Creek Mortgage Company, Inc.
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262-384-4418

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 training to prepare them to serve on Grievance Panels, Hearing Panels and as Mediators.

During the first quarter of 2014, the Professional Standards Committee reviewed two requests for arbitration. Both were referred to hearing.

Spring is Here: Habitat Work Days Begin May 14th



[Click here for more information.](#)

Our first RASCW 2014 Habitat for Humanity Work Day is Wednesday, May 14th. Work Days again this year are from 8:30 am to 3:30 pm and we need 7-8 volunteers per day. No experience in building is necessary to volunteer! Habitat will provide site supervisors and crew leaders to help you throughout your volunteer day. We only ask that you come with a positive attitude and willingness to learn!

Create a team from your office or come yourself. Everything you need will be supplied. Please contact Rachel Whaley at rascwhabitatbuild@gmail.com to volunteer.

Thank you in advance for sharing this wonderful experience and volunteering with Habitat for Humanity of Dane County. We look forward to seeing you on the worksite.

REALTOR® Safety Tip – Safety Springs Eternal

This spring, share these safety tips with one another as well as your customers and clients.



• Beware of Drop-In Buyers

As home buying activity warms up with the weather, please be aware that not all agents or buyers are who they say they are. Strangers who stop by unannounced should be asked to make an appointment with your REALTOR®.

• Taking a Spring Break?

When you are on vacation, suspend delivery of newspapers, mail, and other delivered items. Put timers on lights and a radio to give the appearance that you are home.

For more information, please visit www.realtor.org/safety.



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Interpretations of the Code of Ethics

The Code of Ethics of the National Association of Realtors® establishes a public and professional consensus against which the practice and conduct of REALTORS® may be judged. Adherence to the Code is the first great bond between REALTORS® throughout the country.

Interpretations of the Code of Ethics has been developed by the NAR Professional Standards Committee to help REALTORS® understand the ethical obligations created by the Code of Ethics. They present specific situations involving charges of alleged unethical conduct by REALTORS®. Each case provides the Hearing Panel's decision based on the facts and the rationale for the decision, but does not specify a specific sanction or discipline to be imposed. There are two reasons for this. First, any sanction imposed must always fit the offense and must involve every consideration of justice, equity, and propriety. Second, a Hearing Panel may base its recommendation for discipline on a Member's past record of ethics violations.

This month we present an Interpretation related to Article 10, which reads in part: *REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity.*

Case #10-5: Use of "Choose Your Neighbor" Form Letters as Part of a Marketing Campaign (Adopted November, 1987, Revised November, 2013.)

The ABC Board of REALTORS® received a complaint from a local fair housing group alleging that REALTOR® A was using discriminatory marketing techniques, in violation of Article 10 of the Code of Ethics, as the listing broker for a property in a new subdivision.

In support of their complaint, the fair housing group provided copies of "Choose Your Neighbor" form letters sent by REALTOR® A to current neighborhood residents. The letters announced that the property was on the market and invited neighborhood residents to contact REALTOR® A if they knew of anyone who they thought might be interested in purchasing the home.

At the hearing, REALTOR® A defended his use of "Choose Your Neighbor" form letters by demonstrating that they were just one element of his marketing campaign, and were not an attempt to restrict access to the property on the basis of race, color, religion, sex, handicap, familial status, country of national origin, sexual orientation, or gender identity, as prohibited by Article 10. REALTOR® A produced copies of advertisements run in several newspapers, "OPEN HOUSE" flyers distributed at supermarkets throughout the town, and a copy of the property data sheet submitted to the Board's MLS. REALTOR® A remarked, "In my experience, the current residents of a neighborhood often have friends or relatives who have said that they would love to live in the neighborhood. It just makes sense to me to include contacting these folks in any marketing campaign!"

The Hearing Panel found REALTOR® A not in violation of Article 10. In their "Findings of Fact and Conclusions," the panel noted that the use of "Choose Your Neighbor" letters is not a per se violation of Article 10, but cautioned that such letters could be used in a manner inconsistent with the intent of Article 10. If used in conjunction with other marketing techniques and not as a means of limiting or restricting access to property on the basis of race, color, sex, handicap, familial status, country of national origin, sexual orientation, or gender identity, "Choose Your Neighbor" letters were another method of announcing a property's availability and attracting potential purchasers.



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The Revival (Eclectic) Styles by Phil Salkin

This is the fourth in a series of articles presenting a brief introduction to the major architectural styles found in our region of the state. The Wisconsin Architectural/Historical Inventory, kept by the Wisconsin Historical Society, includes over 140,000 homes and commercial buildings which have or may have some architectural and/or historical interest. Many of our Members have already represented such properties. Studies have demonstrated that historic homes actually sell faster than other homes and have additional value. These articles are designed to give you some idea of what elements to look for in identifying the main architectural styles used between ca. 1840 and 1970.



Time of Popularity in Wisconsin: ca. 1890-1940 Distribution: Throughout the State

The Story For every action there is a reaction and this applies to architecture. Even as the Victorian Styles like Queen Anne were starting to reach the zenith of their popularity, there were the first stirrings of a reaction. The beginning of a new movement is often credited to the Philadelphia Centennial Exposition of 1876, which celebrated the first 100 years of the American people. Some architects displaying their designs felt that the 100th anniversary of the United States was not the proper venue to celebrate housing styles which slavishly copied those of Victorian England. They instead looked back to the colonial period for inspiration. After 1876, more architects turned to American historical architecture, largely from the New England area.

The Revival Styles are eclectic in that they took their inspiration from different sources and include the Colonial Revival, Neoclassical Revival, Tudor Revival, Mission Revival, Dutch Colonial Revival and other forms. The Mission style celebrated the history of California and the Southwest. The Dutch Colonial Revival style referenced the architecture of the Hudson Valley. As the revival movement grew in popularity, it also included revival styles relying on Italian or French historical forms. In each revival style, there are a range of examples. Some were designed by professional architects and are so authentic in appearance that they are difficult to tell from the real historical examples. Others show only references to the historical models and were designed to be built by local contractors for the middle class.

One interesting aspect of the revival styles is that companies like Sears Roebuck designed "kits" in these styles which could be packaged and shipped by rail to towns all over America. They were picked up at the rail depot, transported by wagon to a lot and erected by local builders, or even by the owners. My first home in Verona was a Sears Roebuck Dutch Colonial model. Thousands of these homes are found in Wisconsin and these once inexpensive homes (sometimes less than \$500) are now often sought after in the real estate market.

Because of their popularity and diversity of form, the Revival Styles will be the subject of several articles, beginning with the Tudor Revival Style.

Tudor Revival Style Time of Popularity in Wisconsin: ca. 1890-1940

The Story The Tudor Revival Style does not closely resemble the homes built in the time of Henry VIII. Rather, they draw on a more generalized picture of 16th and early 17th century homes built in both England and New England. As is typical, the early examples in the US and Wisconsin were designed by architects and are more true to the historical models. However, the style quickly caught on. As new building techniques, like brick and stone veneer were developed, middle class home owners could afford to own smaller, simpler – but still recognizable examples of the Tudor Revival style. It is difficult to drive through a Wisconsin community and not see numerous examples of this "Carpenters' Tudor" style.

Characteristics These homes typically sit side-gabled (facing) the street. They are usually one or two stories in height. Tudor Revival homes have a substantial feel as they are usually clad in stone, brick or stone/brick veneer. This is enhanced by features such as massive chimney in the front or the side of the home. Half-timbering on the second story was very popular.

Construction As noted, these homes are typically built of stone or brick. Stucco might also be used, especially on the second story. Patterned stucco was a good way to mimic the look of brick or stone. The authentic Tudor look could also be obtained with wooden walls. Half-timbering elements were a common detail for the dormers. Stone accent pieces were often used near the doors or at the corners of the home (called quoins).

Roofs Tudor Revival homes usually have steeply pitch gable roofs and cross-gables. The gable ends often have half-timber detailing. More authentic examples (which are found in our area) applied shingles in an undulating pattern to mimic thatch. A minority of these homes had added authenticity by including parapets on the gables.

Windows In accord with the historic models, homes of this style had windows with multiple small panes. The tall, narrow openings were often grouped into bands of two or three to insure sufficient light.

Entries A Tudor Revival home can usually be identified by its entry. The wooden doors sit in rounded-arches, Over these are often asymmetrical entry gables.

Chimneys A distinctive feature of the Tudor Revival homes is a massive chimney which mimics the English and colonial originals. The chimney might be built of patterned brick or stone. Protruding out were multiple chimney pots of ceramic which might also be patterned.

Calendar: April 15 - May 15

Wednesday, April 16

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

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

Thursday, April 24

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

Housing Foundation Board of Directors
11:30 am – Egg and I

Taking Back Control Of the Appraisal Process
2:00 pm – BMO Harris Bank, Beaver Dam

Monday, April 28

Paragon™ Basic
9:30 am – SCWMLS Training Room

Legal Hotline Live
10:00 am – Wisconsin Bank & Trust, Platteville

Thursday, May 1

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

Friday, May 2

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

Wednesday, May 7

Membership Networking Committee
9:00 am – Preferred Title

Green Committee
DNR Presentation on Invasive Species
9:30 am – Sequoya Library

Governmental Affairs Committee
10:00 am – RASCW/SCWMLS Conference Room

Thursday, May 8

Professional Development Committee
9:30 am – Preferred Title Company

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**RASCW EVENT
CALENDAR**

Updated 4/07/2014

[CLICK FOR 2014](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

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All RASCW Members are encouraged to become an active part of your Association through Committee involvement. [Click here for Committee descriptions and a Committee selection form.](#) Please bring your personal talents and interests to your Association. Thank you!

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MEMBERSHIP UPDATE

NEW MEMBERS

Antwan Anderson
Restaino & Associates

Troy Antoniewicz
RE/Max Preferred

Julie Bakke
Century 21 Affiliated

Rebecca Becker
ERA Wisconsin River Realty

Kurt Belshaw
First Weber Group Inc

JoAnne Bradley
JJ Bradley Realty

Tim Burchard
First Weber Group Inc

Todd Bush
Homestead Realty

James Coan
Restaino & Associates

Patrick J Collins
Rock Realty

Kathy Coppernoll
First Weber Group Inc

Ann Davis
Davis Appraisals, Inc.

Ben Ebert
The Kruse Company, REALTORS®

Jill A. Frank
Restaino & Associates

Luke Gliniecki
Whitetail Properties Real Estate LLC

Miles Green
The McGrady Group, LLC

Ryan Hodel
First Weber Group Inc

Jeffrey Holm
First Weber Group Inc

Erick Johnson
Century 21 Affiliated

Meenu Kaushal
Move Forward Realty

Jean Knickelbine
Keller Williams Realty

Thomas Lamberson
Bunbury & Associates, REALTORS®

Tiffany Lasse
United Country Marshall's Real Estate

Jennifer Luedtke
Keller Williams Realty

Kathryn Mumm
Tim Slack Auction & Realty, LLC

Kodi Nagel
Century 21 Affiliated

Chela O'Connor
Stark Company, REALTORS®

Beth Pfeffer
RE/Max Preferred

Frank Randall
Century 21 Affiliated

Joseph Reinhard
Lake & City Homes Realty

Weston Robertson
Horizon Commercial Appraisal

Christopher Palumbo
Paragon - Real Estate Valuation, LLC

Adam Ramsey
CCL Management

Deanna Rymaszewski
First Weber Group Inc

Nikki Schram
Century 21 Affiliated

Sarah Schwark
First Weber Group Inc

Brian Soper
First Weber Group Inc

Dean Slaby
Slaby & Associates

Wendy Stout
Century 21 Affiliated

Deborah Wells
Gryffindor Real Estate, LLC

Gary Willett
Madison Realty Group

Adele Zhang
Tri-River Realty

New Affiliates

Stephanie Brassington
Generations Title Co.

John Freiburger
FCC, Inc

Aaron Meyer
Settlers Bank

Nathan Stotlar
PNC Bank

Congratulations to the 26 new Members who completed Orientation in March sponsored by Steve Sweciak and Educated Mortgage Service.

NEW OFFICES

Davis Appraisals, Inc.
Wauwatosa, WI

FCC, Inc
Madison, WI

Generations Title Co.
Madison, WI

Horizon Commercial Appraisal
Oak Creek, WI

JJ Bradley Realty
Stoughton, WI

Move Forward Realty
Sun Prairie, WI

Paragon - Real Estate Valuation, LLC
Ixonia, WI

Slaby & Associates
Madison, WI

Walker Real Estate
Monroe, WI

Thank you to Nancy Smith, Flo Roth, Kevin King, Laura Lahti, Phil Salkin, Tom Mietzel and Tom Weber for sharing their knowledge and time as March Orientation Instructors. You did an excellent job!

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Bob Brockman	Stark Company, REALTORS®	Exclusive Properties, LLC
Barbara Dawson	First Weber Group Inc	Restaino & Associates
Bonnie Myers	B Myers Appraisals	Keller Williams Realty
Candace Walker	First Weber Group Inc	Walker Real Estate
Cecile Wopat	The Rifken Group Ltd	RE/Max Preferred Commercial

In Memoriam- Sheldon Salant

Our sincere condolences go to the family and friends of Sheldon Salant who passed away in March. In addition to his career in real estate and service to his country in the Army, Sheldon was known for his hobby farm where he raised chickens and sold eggs.

In Memoriam- Marty Chandler

Our sincere condolences also go to the family and friends of Marty Chandler who passed away on March 30 after a long battle with cancer. A long-time member of the Realtor® family, Marty was a tireless volunteer on the local and state association levels. A celebration of Marty's life will be held on April 16 from 5 pm – 8 pm at the Blanchardville American Legion Hall. In lieu of flowers, donations made to the Marty Chandler Scholarship Fund would be appreciated.

Seller Representative Specialist (SRS)

Congratulations to the RASCW Members who have earned their Seller Representative Specialist (SRS) designation from the National Association of Realtors® ([click here for a list of names](#)).

The Seller Representative Specialist (SRS) designation is described by NAR as the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate practitioners by the Council of Real Estate Brokerage Managers (CRB) who meet specific educational and practical experience criteria.

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