



# OZAUKEE HOMESTEADER

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## Office Phones

(262) 375-4730 Fax (262) 375-1019

e-mail [maryz@ozaukeerealtorsassociation.com](mailto:maryz@ozaukeerealtorsassociation.com)

## OFFICE HOURS

MONDAY – THURSDAY 9:00 – 3:00

CLOSED FRIDAYS AND WEEKENDS

**CHECK OUR WEB SITE:** [www.ozaukeerealtors.com](http://www.ozaukeerealtors.com)

**April 2007**

**Membership Meeting  
Thursday April 12<sup>th</sup>, 2007**

**"Meet your Ozaukee County Village/City Administrators"**

**Cedarburg Legion Post  
W57 N481 Hilbert Ave**

**Registration, coffee & treats 8:30 A.M. – 9:00 A.M. Meeting**

**Please take a minute to view our new Web Site.**

**Designed and displayed**

**by**

**Collin Schaefer**

**[www.ozaukeerealtorsassociation.org](http://www.ozaukeerealtorsassociation.org)**

**PRESIDENT'S CORNER**

Welcome Daylight Savings Time!  
Hopefully Spring is not far behind. From all indications it looks to be a great year. If you were not at our Monthly Membership meeting on Thursday, March 8 you missed a fantastic speaker and a chance to hear first hand what the "New Agent" is about and what you can do to be

one.

Technology and all that it brings with it is the wave of the future. If you don't keep up, you will miss one of the most exciting times in real estate. Rating systems for agents, Google listings, PDA's Statewide MLS and a lot more were some of the topics that Bill Malkasian, President of the WRA, spoke about. He gave a presentation that was very upbeat and informative.

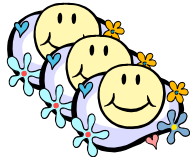
The Board of Directors would like to change our Ozaukee Realtors Association logo. We are sponsoring a contest and encourage you to submit your entries. Please email or mail to me at 10033 N. Port Washington Road, Mequon, WI 53092 [marie@lakesidedevelopment.com](mailto:marie@lakesidedevelopment.com). Deadline for entries is April.

Transfer Tax increase: There is great article on the proposed increase in the transfer tax in the March issue of Wisconsin Real Estate Magazine. Be sure to read and be informed when talking to Sellers. We will be receiving additional information soon so that we as Realtors can communicate with State Senators and Assembly representatives. Be informed! This affects your business.

Don't forget Realtors & Government Day on April 18<sup>th</sup> in Madison. Information is enclosed in the newsletter.

Marie Kaysen  
President

[marie@lakesidedevelopment.com](mailto:marie@lakesidedevelopment.com)



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Take One Box	\$8.95+tax
Calculators	\$57.95+tax
Flags	\$2.00 each 10 for \$18
Maps	from \$6.50-\$8.50

**Thought for today**

There is tremendous happiness in making others happy, despite our own situations. Shared grief is half the sorrow, but happiness when shared, is doubled. If you want to feel rich, just count all the things you have that money can't buy." Today is a gift, that's why it is called the present."



**Housing Recovery Likely this Year; Timing Unclear**

Unusual weather patterns and problems in the sub prime lending market are creating challenges in assessing housing market conditions, but a recovery is likely this year, NAR forecasts. "Our goal each month is to fine-tune the forecast based on the latest housing data and a variety of economic indicators, but extraordinary weather variations are skewing home sales and clouding the picture," says NAR Chief Economist David Lereah. "Underlying trends points to a housing recovery in 2007, but it will take a couple of months for us to get a better handle on it. Existing-home sales are expected to slowly improve from what appears to be the cyclical low last fall, but we think there will be some additional pain in the new-home market, which hopefully will start to rise later in the year." Existing-home sales are projected at 6.42 million this year and 6.66 million in 2008, compared the 6.48 million last year.

**Lawmakers Seek to Delay HUD Language Guidance**

More than a dozen lawmakers have requested HUD to suspend its guidance on a federal order requiring recipients of federal assistance to make notices available in languages other than English proficiency. The HUD guidance covers companies and organizations administering assistance such as Section 8 rental subsidies, public housing, and HOME and CDBG block grants, which are used for affordable housing and community development. NAR has expressed concern over administrative burdens posed by the HUD guidance, which implements a federal executive order signed several years ago. NAR will be publishing a FAQ on the guidance shortly.

**NAR Supports Independent Regulator for Fannie Mae, Freddie Mac.**

NAR has testified that creating a strong regulatory structure that preserves the housing mission of the government-sponsored secondary mortgage market makers, Fannie Mae and Freddie Mac, will strengthen the housing finance system and it emphasized the important role housing plays in the nation's economy. "We have opposed, and will continue to oppose, legislative proposals that could reach beyond safety and soundness regulation and diminish the housing mission of the government-sponsored enterprises," testified Thomas M. Stevens, immediate past resident of NAR. In addition to creating a strong regulator, NAR encouraged Congress to maintain the focus on the GSEs' important housing mission, provide a streamlined new program approval process, oppose statutory limits on GSEs' portfolio size, and authorize regional adjustment to conforming loan limits for high-cost areas.



New REALTOR®Applicants

The Ozaukee REALTORS® Association, Inc.  
has received the following REALTOR application:

**Coldwell Banker - Mequon**

**Sarah Charon**

**First Weber – Mequon**

**Krystal Graf**

**Thank you for joining Ozaukee REALTORS Association**



HABITAT FOR HUMANITY

Habitat has a new fund raiser for spring. Father Dom’s “DOO GOOD PRODUCTS”. The name has two O’s. One “O” for the good it does for your plants and the environment and the second “O” for the good it does in the community by providing work for people with special needs and help for charitable organizations. Profits from the sale of the organic mixes will go to our Habitat treasury.

Available are organic compost, organic Rose/Flower mix, organic Tomato/Vegetable mix and organic potting mix. They come in 20 Quart bags, 3 for \$20.00 or \$7.99 each.

I have order blanks available. I’ll be happy to fax you one. Take to your friends, clubs, and relatives. How about a rose bush for your buyer along with the organic rose mix. A unique gift that keeps on giving.

Call Dorothy Thompson at 414-430-1931  
Or e-mail me at dthompson9@sbcglobal.net

Dorothy Thompson  
RE/MAX United cell is 414-430-1931

ASSOCIATION OFFICE INFORMATION

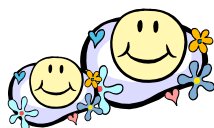
If you plan to visit the office, please call first.

When I have to leave the office during our scheduled office hours I forward all calls to my cell phone. If you are a new member or DR wanting information about membership, please check our Web Site where we have current dues information and a copy of our application.

**WEB SITE:**

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

**Office 262-375-4730**



LAUGH – IS IS GOOD FOR YOU

In Michigan, an 18-year old high school student was elected mayor, ousting a 51-year old incumbent. An 18-year old replacing a 51-year old? In Beverly Hills, that’s called a second marriage.

“AFFILIATE SPOTLIGHT”

**Pop Quiz –**

*By far, the most common question asked – who should execute the deed?*

1. John is single. He buys a home in his own name. Later he marries Jane & she moves in, but John keeps the title to the home in his own name. It’s time to sell – who must sign the deed:

- a. John
- b. John & Jane
- c. Jane

2. John is single. He buys a home up north for recreation in his own name, but lives in a house in Mequon. Later he marries Jane & she moves in to the house in Mequon. John keeps the title to the recreation home up north in his own name. John sells the up north property, which is in John’s name only. Who must sign the deed?

- a. John
- b. John & Jane
- c. Jane

3. John & Jane were married when they purchased their home. They’re getting divorced. John moved out 6 months & one day ago. John has also given a Quit Claim Deed to Jane conveying all his right, title & interest in the property. John now lives in California. Who must sign the deed?

- a. John
- b. John and Jane
- c. Jane

1. B, you only need to ask 2 questions when trying to figure out when non-titled spouses need to sign. (**is the person in title married?** Yes. **Does that person live there?** Yes. Two yeses = Both sign) 2. A, see above (married? Yes. Live there? No. Only the Titled person signs) 3. B, see above (all the other junk about 6 months, California and quit claim was a trick. Answer the 2 questions above to see that both sign.)



Sara Rae Rodenkirch  
Port Abstract & Title, LLC  
262.284.2630



**OZAUKEE REALTORS ASSOCIATION, INC  
2007 ELECTION OF DIRECTORS**

**CANDIDATES NAME**\_\_\_\_\_

**CANDIDATES OFFICE**\_\_\_\_\_

**REALTOR Members nominating this candidate for director:**

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

**NOTE: Each candidate requires the nominating support of five (5) REALTOR Members of this Association.**

**To be eligible for election, a candidate must have been a member of the Ozaukee Realtors Association for a minimum of two (2) years prior to installation.**

**This petition must be submitted to the Association office no later than April 16th, 2007 along with a personal biography.**

**Ozaukee REALTORS Association and Kettle Moraine REALTOR Association (Formerly Washington Board) will be providing a bus 25 members each. Please contact Mary Zielski at 262.375.4730 for more information.**

**Wednesday, April 18, 2007**

**1:00 p.m. - 6:00 p.m.**

**Monona Terrace Convention Center - Madison**

**Cost: \$25 in advance, \$45 day of event**

Register today for an opportunity to help shape future laws and lobby your state legislators on issues that affect you, your clients and your business. Meet with state lawmakers and their staffs on topics related to both real estate and homeownership in the state of Wisconsin. In 2006, the WRA and its membership demonstrated an impressive show of REALTOR® strength. To build on our success, our goal for 2007 is to bring 500 REALTORS® to Madison from every corner of the state. With your support and a larger collective voice, it will be a day remembered when key votes are taken in 2007.



**Top Issues:**

- Opposing the doubling of the real estate transfer tax.
- Promoting the availability of health insurance for independent contractors.
- Land use issues including pier and farmland preservation legislation.
- Reducing property taxes.
- Eliminating the \$1.6 billion deficit without raising real estate-related taxes.

**WISCONSIN REALTORS® ASSOCIATION**

4801 Forest Run Road

Madison, WI 53704

Phone: (608) 241-2047

Fax: (608) 241-2901

[educate@wra.org](mailto:educate@wra.org)

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

**OZAUKEE/WASHINGTON BOARDS OF REALTORS  
CONTINUING EDUCATION 2007**

**COURSE 1**  
Issues Relating to Agency  
Agreements  
**Overview on back**

**COURSE 2**  
Issues Relating to the Offer to  
Purchase  
**Overview on back**

**COURSE 3**  
New Developments in the  
Profession  
**Overview on back**

**COURSE 4A**  
Issues Relating to Real Estate  
Professional Ethics and Fair Housing  
**Overview on back**

**REGISTRATION IS 1/2 HOUR BEFORE CLASS... 8:00 A.M. for the morning secessions, 12:30 for afternoon secessions. NO ADMITTANCE AFTER CLASS HAS STARTED\*\*\*DOORS WILL BE LOCKED AT STARTING TIME.**

**COST:** Ozaukee/Washington Board members: \$24.00 PER COURSE  
Non-Ozaukee/Washington Board members: \$34.00 PER COURSE

Reservations and payments must be made one (1) week before class. After that deadline, **ADD \$5.00.** If your money must be collected at the door, **ADD \$10.00.** Cancels up to **72 HOURS PRIOR TO CLASS, \$5.00 CANCELLATION FEE.** After that deadline, **FORFEIT FEE.** NO SHOWS FORFEIT FEE. PLEASE, ONE (1) REGISTRATION PER SHEET.

DATE	PLACE	COURSE	INSTRUCTOR	TIME
May 16 2007	Cedarburg Legion Post W57N481 Hilbert Ave.	<input type="checkbox"/> 1	Mel Check	8:30-11:30 test follows
May 16 2007		<input type="checkbox"/> 2		1:00-4:00 test follows
May 23, 2007	Cedarburg, WI	<input type="checkbox"/> 3	Dave Sayas	8:30-11:30 test follows
May 23, 2007		<input type="checkbox"/> 4A		1:00-4:00 test follows

**Please check the courses you are registering for and enclose the correct amount of money. Keep top portion for your records. Return filled in lower portion to:**

**“New Address”**

**Ozaukee REALTORS Association W62 N244 Washington Ave. Cedarburg WI 53012**  
**PHONE (262) 375-4730 for any questions.**

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<b>COURSE 1</b>	<b>COURSE 2</b>	<b>COURSE 3</b>	<b>COURSE 4</b>
-----------------	-----------------	-----------------	-----------------

Name \_\_\_\_\_ Firm \_\_\_\_\_

Phone \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Credit card # and expiration date \_\_\_\_\_

**OZAUKEE REALTOR MEMBER** \_\_\_\_\_ **NON-OZAUKEE/WASHINGTON MEMBER** \_\_\_\_\_



**2007-2008**

**CONTINUING EDUCATION COURSE 1 OVERVIEW**

**Issues Relating to Agency Agreements**

Compares and contrasts the Exclusive Right to Sell Listing Contract to the Exclusive Agency Listing Contract. This course includes various discussions including, but not limited to common boundary line disputes, pre- and post-closing occupancy issues, fixtures, warranty of title, advertising regulations, listing extension, cooperation with other brokers, the legal rights of the seller and listing broker to modify or terminate the listing contract, and signatures by an agent for an entity or for a party.

**2007-2008**

**CONTINUING EDUCATION COURSE 2 OVERVIEW**

**Issues Relating to the Offer to Purchase**

An in-depth look at the numerous issues that directly affect an offer to purchase including: acceptance, financing issues, unlicensed practice issues, contingencies and addenda provisions typically included in a real estate transaction.

**2007-2008**

**CONTINUING EDUCATION COURSE 3 OVERVIEW**

**New Developments in the Profession**

This course discusses the most current and up-to-date changes and issues directly affecting real estate practice including: a comprehensive review of the revised agency law and condominium law revisions; zoning law development; environmental issues; bats, termites, seller disclosure of pest problems and insect and pest control resources.

**2007-2008**

**CONTINUING EDUCATION COURSE 4A OVERVIEW**

**Issues Relating to Real Estate Professional Ethics and Fair Housing**

This course provides a dialogue on how license law and industry standards establish a higher standard of ethics as opposed to general business ethics. It also covers the Department of Regulation and Licensing's complaint process, presents an overview of the case handling process and covers alternatives to filing a complaint. For REALTOR® members this course fulfills the National Association of REALTORS® quadrennial ethics requirement.

**OZAUKEE REALTORS® ASSOCIATION**  
W62 N244 Washington Ave.  
Cedarburg WI 53012



**Official Bulletin**  
**of the**  
**Ozaukee REALTORS® Association**

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