



OZAUKEE HOMESTEADER

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OFFICE HOURS

MONDAY – THURSDAY 9:00 – 3:00

CLOSED FRIDAYS AND WEEKENDS

CHECK OUR WEB SITE: www.ozaukeerealtors.com

January 2008

**Ozaukee REALTORS® Association
with
Bill Malkasian - President of WRA**

**January 10th, 2008
Grafton Legion Post
Rose-Harms Post 355, 1540 13th Avenue, Grafton.**

REGISTRATION: - 8:30 A.M. – Meeting: 9:00 A.M.



**Please take a minute to view our new Web Site.
Designed and Displayed
by Collin Schaefer**

PRESIDENT'S PAGE



“Christmas waves a magic wand over this world, and behold, everything is softer and more beautiful.” -Norman Vincent Peale

At this most special time of the year, let's all take a moment to stop what we're doing ...just for that moment, find a quiet and cozy warm place in our all too busy minds, and halt the frenzy temporarily to allow ourselves the luxury to feel ALL the good “stuff” all around us. And what would happen if we BECAME part of the “good stuff”?? It only takes a small minute to do a kind act. A smile, a hug, opening a door for someone, a call to a past friend, an anonymous “nice thing” sent to someone you know is alone and lonely, a sincere thank you card to that Realtor or Lender in that last transaction.

I leave you with a favorite quote of mine from Dr. Seuss:

“And the Grinch, with his Grinch-feet ice cold in the snow, stood puzzling and puzzling, how could it be so? It came without ribbons. It came without tags. It came without packages, boxes or bags. And he puzzled and puzzled 'till his puzzler was sore. Then the Grinch thought of something he hadn't before. What if Christmas he thought, doesn't come from a store. What if Christmas perhaps, means a little bit more?”

My door (like my heart and my mind) is always open! Call or email me anytime or better yet, stop by for a cup of coffee.

Warmest wishes to all of you and your loved ones,
Barb

262-208-8454
barb@kobishop.net

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
Office 262-375-4730



MEMBER OPPORTUNITY

Advertise your business or listings in the Ozaukee REALTORS Association monthly newsletter.
(no recruiting please)

¼ page \$50.00
½ page \$75.00
Full page \$100

The prices are per insertion. “Camera Ready” and must be submitted to Mary via email by the 10th of each month. This is available on a first come first serve basis.



ANOTHER MEMBER OPPORTUNITY

We are making our conference room available for rental to our members for meetings, conferences, classes. The room holds 20 people. Without the tables and just chairs the room will hold 30 give or take. We do have a TV, with DVD player that is available. There is an additional charge to use the screen and projector. Room is available on a first come first serve basis Monday through Thursdays and does need to be reserved at least a week in advance. Reservations are made by calling or emailing Mary at the Association office. Phone # 262-375-4730
maryz@ozaukeerealtorsassociation.com



CALENDAR OF EVENTS

January 10th, 2008
Membership Meeting with Bill Malkasian

February 27th, 2008
REALTOR & Government Day
1-6pm at the Monona Terrace

HABITAT FOR HUMANITY

The bad news is that the Village of Grafton has been unwilling to approve Habitat’s plan to build 2 two-condo units on the donated land behind Sendiks. Habitat has put this project on hold for now.

The good news is that the City of Port Washington did accept Habitat’s bid for the 2 lots on Park St., previously used for their incinerator. Habitat intends to build 2 two-family condo units on that property.

The challenge is for the organization to obtain funding for the construction. If any church or Organization is willing to donate \$20,000 towards that project, they will be considered its sponsor and will have first choice for volunteers. The donation would, of course, be tax deductible. Do you know of anyone or any organization that would be willing to help? Remember, the families are chosen from the Ozaukee County area. Make your Christmas really blessed by GIVING to those in need.

Dorothy Thompson. Cell 414-430-1931
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“SILLY STUFF”

- What do fish say when they hit a concrete wall?.....Dam.
- What do you get from a pampered cow?.....Spoiled milk.
- What do you call cheese that isn’t yours?.....Nacho cheese.
- What do you call four bullfighters in quicksand?.....Quattro sink.
- What do you get when you cross a snowman with a vampire?..... Frostbite.
- A bicycle can’t stand on its own because it’s two-tired.
- Time flies like an arrow. Fruit flies like a banana.
- In democracy, it’s your vote that counts. In feudalism, it’s your count that votes.



NAR NEWS

**BUSH LOAN MODIFICATION EFFORT
CALLED GOOD FIRST STEP**

NAR is supporting the Bush administrations initiative to curb the increase in foreclosures by standardizing modification procedures for certain loans and freezing interest rates for up to five years. Also NAR President Dick Gaylord in his first president's podcast recognizes the Bush administration the initiative.



**HOME SALES EXPECTED TO IMPROVE
ALONG WITH CREDIT PICTURE**

Existing home sales are projected to trend up in 2008, with pending home sales showing a slight near-term rise, NAR says. However, a recovery for new-home sales is unlikely before 2009. Lawrence Yun, NAR chief economist, says the worst part of the credit crunch has already worked its way through the data. "The unusual mortgage disruptions that peaked in August were clearly seen in lower home sales that were finalized in September and October, so the market was under performing." He says. "Now that mortgage conditions have improved, some postponed activity should turn up in existing-home sales over the next couple of months, and I expect sales at fairly stable to slightly higher levels."



**TIME IS RIGHT FOR ACTION ON FHA,
FANNIE MAE**

NAR continues to push the U.S. senate to pass reforms of FHA and the secondary mortgage market companies Fannie Mae and Freddie Mac. Last week REALTORS met with their senators in Washington, D.C., to urge them to pass FHA reform (S.2338), which includes increases to the loan limits and reduction of the down payment requirement. They also asked for an increase in the Fannie and Freddie conforming loan limits in high cost areas. A call for Action on the reform efforts is still in effect as well.



HOLIDAY PARTY

A big THANK YOU goes to Dave Didier and his committee for putting on our Holiday Party at the Bog. A good time was had by all who attended and \$1,010.00 was raised for charity. Thank you Dave!!!!!!!!!!!!!!!!!!!!!!

AFFILIATE SPOTLIGHT'

**Increase sales by understanding FHA's
203K program**

Ok. You have clients that want to sell their home. It would be an ideal starter home for a young couple if it didn't need so much work. But you've done your homework and estimate that it's going to take \$30,000 to make the necessary repairs/upgrades.

The Federal Housing Authority has the perfect solution for such a situation. It's called the 203k program and allows a homeowner to buy a home, use the future appraised value and make up to \$35,000 in upgrades.

There are some restrictions, but nothing an experienced FHA lender can't help explain or handle. This is an FHA loan and has some additional paperwork, but over the past several years significant changes have been made to streamline the process. There is a maximum loan amount that varies by county; in Ozaukee County, its \$218,000.

Another restriction is that the home has to be owner occupied and the overall square footage cannot be reduced by the improvements. The repair estimates must be done by an approved HUD Certified Consultant as cost overruns are not allowed.

**To learn more, contact an affiliate lender
that's FHA approved or visit
www.hud.gov.**

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Official Bulletin
of the
Ozaukee REALTORS® Association

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