



# 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)

**November 2007**

**Ozaukee REALTORS Association  
Membership Meeting  
Thursday November 15<sup>th</sup>, 2007**

**"What you need to know about Short Sales"**

**Dave Sayas  
Grafton Legion Post**

**Rose-Harms Post 355, 1540 13<sup>th</sup> Avenue, Grafton.**

**8:30 Registration, Coffee, and Treats  
9:00 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 PAGE

EVERY day should be a *MAKE A DIFFERENCE DAY!*



The economists say we are nearing the bottom and recovery is expected to begin in earnest around the first of the year; gradually gathering steam through 2008 and getting back to a good climate by 2009. Remind yourself of the following when things get tough: "The only difference between a coward and a hero is that a hero is brave a little bit longer."

My challenge to all of us is just that.....be the HERO! Be the one who makes a difference. Make a difference in everything you do...in everyone's life you touch. Let us all commit to "going the extra mile". Your clients chose you for a reason. Out of all the hundreds to choose from...they picked **you!!** Now is your time to stand out in your field..to show them why they made a great decision when they made the choice to work with YOU!! Now is not the time to sugar coat situations for sellers or stick our heads in the sand and pretend things aren't what they are. Rather it is our responsibility and opportunity to present a realistic market to both buyers and sellers, to counsel, educate and assist them in working with the present market. Let's stop the negativity and complaining. Nothing is gained by all the "doom and gloom" going on in the media and in conversations with each other and/or our clients. NOTHING positive can come of it. Rather let us be TRUE role models for each other and those we work with. Let's put consumer confidence back into play. We CAN impact our world with everything we do! Let's be creative and find new ways of doing business, discover new ways to take advantage of this particular market and let's stop competing with each other and start working WITH each other. There's new ground to break, new discoveries to be made, exciting days to come. Let us be the inspired and self assured leaders then... forging ahead with confidence, showing the way.

As Franklin D. Roosevelt said in his Inaugural speech in 1933: "So let me assert my firm belief that the only thing we have to fear is fear itself----nameless, unreasoning, unjustified terror which paralyzes needed efforts to convert retreat into advance."

Bring on the challenges,

Barb

Thank you for your continued support,  
Barb Kobishop  
RE/MAX United  
262-284-2000  
cell #s: 262-208-8454 262-208-0976  
[barb@kobishop.net](mailto:barb@kobishop.net)

**NEW REALTOR®APPLICANTS**

The Ozaukee REALTORS® Association, Inc.  
has received the following REALTOR applications:  
**Embassy Realty, Inc.**  
**David Hazelwood**  
**Shorewest REALTORS Inc.**  
**Maggie Kennedy**

**TWO NEW COMPANY'S IN  
OZAUKEE REALTORS ASSOCIATION**

**A Very Fine Realty**  
**Thomas J Morano – DR**  
**1349 Sumac Court**  
**Port Washington, WI 53074**  
**Phone: 262-483-6703**  
**Email: [tomjmorano@hotmail.com](mailto:tomjmorano@hotmail.com)**  
**Congratulations Tom!**

**First Home Realty LLC**  
**Aiejandro Mora**  
**3134 W Burnham St.**  
**Milwaukee, WI 53215**  
**Phone: 414-243-0854**  
**Email [josemora6@yahoo.com](mailto:josemora6@yahoo.com)**  
**Congratulations Aiejandro!**



**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



**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 10<sup>th</sup> 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](mailto:maryz@ozaukeerealtorsassociation.com)



**HABITAT FOR HUMANITY**

Did you know that all Habitat applicants must be employed, residents of Ozaukee County & have a manageable debt load that allows them to afford a Habitat mortgage and taxes and insurance for their homes. In other words, there is no “free lunch”. There have been numerous qualified applicants in Ozaukee County that Habitat has had to turn down because of lack of affordable land to build on.

The good news is that Habitat won the bid for the two lots located at the former incinerator Site on Park St. in Port Washington. Hopefully they will be able to build two 2-family units. Tests for sub-soil conditions and contamination are being conducted as well as final surveys.

Now the challenge is to find funding for materials, permits, etc. for construction. Have any ideas?

We welcome all suggestions.  
Dorothy Thompson 414-430-1931  
E-mail [dthompson9@sbcglobal.net](mailto:dthompson9@sbcglobal.net)



**CALENDAR OF EVENTS**

November 15<sup>th</sup>, 2007  
A.M. Membership Meeting with Dave Dayas

December 13<sup>th</sup>, 2007  
Holiday Party – details to follow

January 10<sup>th</sup>, 2008  
A. M. Membership Meeting with Bill Malkasian.



**NAR NEWS**

## YOUR SUPPORT SOUGHT FOR FHA REFORM

NAR issued a Call for Action to boost support of House legislation that would help address sub prime mortgage market troubles by making FHA more competitive through long sought and widely supported reforms. The CFA also calls for support of an amendment that would raise single family FHA loan limits to 125 percent of area median income, which would make the federally backed mortgages more viable in high cost areas.

### Get REALTOR Emeritus Status

Any person who has held membership in NAR as a REALTOR, REALTOR-ASSOCIATE, or a combination of both, for a cumulative period of 40 years in one or more associations of REALTORS, is eligible for REALTOR Emeritus status. Deadline for applications is October 23<sup>rd</sup>. To apply, you must complete certification forms and supporting documentation, which will then go before the NAR Board of Directors for approval at the 2007 REALTOR Conference & Expo in Las Vegas. Once approved as a REALTOR Emeritus, you will no longer have to pay dues to the National Association. For more information or to access the application, visit the REALTORS Emeritus page on [REALTOR.org](http://REALTOR.org).

### Mortgage Market Conditions Bode Well for Housing

Conditions in the mortgage market are improving for consumers, which should help release pent-up demand in early 2008, NAR's latest forecast says. Conforming loans are abundantly available at historically favorable mortgage rates. Says NAR vice President of research Lawrence Yun. Pricing has steadily improved on jumbo mortgages since the August credit crunch, and FHA loans are replacing sub prime mortgages. Existing home sales are expected to total 5.78 million in 2007 and then rise to 6.12 million next year, in contrast with 6.48 million in 2006. New home sales are forecast at 804,000 this year and 752,000 in 2008 down from 1.05 million in 2007

### AFFILIATE SPOTLIGHT

## Covering the "Gap"

The "Gap" is the period from the Effective Date of the title commitment to when the deed and mortgage are recorded with the local Register of Deeds Office. The Effective Date of the commitment is the date through which the public records (including the records at the local Register of Deeds Office and the local Circuit Court) have been searched by the title company.

The title company's job is to search all of the public records that have been recorded and filed as of the date of its search.

Here's the predicament — some counties have a back-log in the recording and filing of documents that may be several days, even weeks, behind; thus, the title company will not be able to locate and examine documents in the back-log and show those back-logged documents (including new mortgages and judgments) on the title commitment.

If a new defect, lien or encumbrance is either recorded in the Register of Deeds Office or filed with the Circuit Court in the Gap, *and* the insured (Buyer or Lender) does not either obtain proper insurance or satisfy these encumbrances, the insured takes title subject to the encumbrances *even if the insured is unaware of the existence of the encumbrances*.

Sara Rae Rodenkirch  
Port Abstract & Title, LLC  
262.284.2630

### Thoughts for today, tomorrow, and forever

A mistake at least proves somebody stopped talking long enough to do something.

A teacher affects eternity; they can never tell where their influence stops.

Mothers, as well as fools, sometimes walk where angels fear to tread.

It was her thinking of others that made you think of her.

The smallest good deed is better than the grandest intention.

American Creed: **Patriotism** which leaps over the fence of party prejudice. **Religion** which jumps over the wall of intolerance. **Brotherhood** which climbs over the mountain of national separations.

W62 N244 Washington Ave.  
Cedarburg WI 53012



Official Bulletin  
of the  
Ozaukee REALTORS® Association

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John G Rocco  
Office (414) 423-6921  
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